

# SPOTLIGHT

JUNE 2023



TRUIST PARK

Braves

WALMART KNOW HOW NORTHSIDE HOSPITAL Koolhaa HARE

WELLS FARGO xfinity ELANORNETZ EQUIFAX GEORGIA POWER Coca-Cola



Globe Life



PROUD PARTNER OF THE ATLANTA BRAVES





# JOB vs. LIFESTYLE



**Steve Greer**  
Chief Executive Officer  
American Income Life &  
National Income Life Divisions

*For many of us, work is a place where we feel appreciated. The things that we long to experience at home – pride in our accomplishments, laughter, and fun, relationships that aren't complex – we sometimes experience most often in the office. Co-workers become a kind of family we feel we fit into.*  
– Artie Russell Hochschild

**R**ecognizing and celebrating the achievements of our people is built into our culture from the top down, and just as we have Company-wide awards and events, most of our organizations do the same for their own people. Recently, I attended such an event at the Brett Gryska Organization.

For those who don't know, that was the original NILICO office, founded by my late cousin, Durhon Oldham, and my "home" office, where my insurance career began in 2001.

Returning to Rochester to honor PR Manager J.T. Tasker's achievements was a great reminder of where I came from, of course, but also the difference between the typical 9 to 5 job and the career lifestyle we all enjoy. I don't use the word 'lifestyle' lightly; it's what I truly believe. In a "regular" job, it's common to clock in, do your work, clock out, then forget about it until you do the same thing again the next day. There's a definite disconnect between what you do and how you are at work vs. at home. In the field aspect of our business, shared experiences help create relationships closer than those of your average coworkers. The mind-body-spirit focus that helps develop the integrity and strength of character to stay tough and committed at work also helps make us better human beings in general. Why wouldn't you want to hang around with people who encourage you to do and be your best self?

We're not just working together, we're invested in each other's lives. It's not just a career, it's a life!

We've helped each other make the sacrifices necessary to achieve whatever level of success we're aiming for. In my case, that meant getting rid of my hunting and fishing equipment so I wouldn't give in to the temptation of being distracted from the grind. Make no mistake, it was hard! But I knew that's what I needed to do when I found this Bible verse: "When I was a child, I spoke as a child, I understood as a child, I thought as a child: but when I became a man, I put away childish things" (KJV 1 Corinthians 13:11). I wasn't the only one to have to make sacrifices — Dana did too, as do all AIL families in the beginning. We helped support each other in our decisions, knowing that it would all come back to us one day.

We've lifted each other in the tough times and we've celebrated successes at work and in our personal lives. We've watched each other grow a family and watched our kids grow up. In many cases, we've passed the opportunity we were given and the legacy we have built to the next generation. I can't tell you how proud this dad is that all three of my children have careers with Globe Life.

Never forget for a moment how richly blessed we are to have chosen a career with a great company that has made us all a huge extended family. Pass it on! 🙌

## SPOTLIGHT

**ARC.AllLife.com/Spotlight.aspx**  
A monthly publication spotlighting top producers of American Income Life and National Income Life

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## NEWS

## JUNE 2023

VOL. 56 NO. 6

### SGA Career Track

#### New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NIL is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: [futuresga@AllLife.com](mailto:futuresga@AllLife.com).



### Required Retention Rate

**Effective Jan. 1, 2023**, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

**Retention: 75.0%**  
**Net to Gross: 80%**

### Dates to Remember

eApp business and paper applications subject to the 7-day hold should be uploaded or sent to Home Office by **Monday 7/24 before 2:00pm Central**. Paper apps excluded from the 7-day hold and PR credits should be sent to Home Office by **Thursday 7/27**. eApp business excluded from the 7-day hold should be uploaded by **Friday 7/31 before 4:30pm Central** to count for **July** production.

eApp cutoff has been extended to 3:30pm Central every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00pm Central cutoff time.

**\$8,930,427**

**in total BONUSES were paid out this month by AIL/NIL.** For more information on the monthly bonuses, turn to **Pages 42-51**.

**\$9,905,524**

**in total April RENEWALS were paid out in May to 6,265 total agents.**

**SPOTLIGHT DIGITAL**  
is now on the web!  
**Spotlight.AILAgents.com**  
Username: **AIL** | Password: **gamespeed23!**  
See your SGA or manager if you need assistance.

**\* Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2024 Awards Presentation are: the Top SGA per category for Categories I-XIV will be recognized on highest percentage of Net ALP Growth. The top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2024 Convention Qualifications online at [ARC.AllLife.com](http://ARC.AllLife.com) or [ARC.NILife.com](http://ARC.NILife.com). **Check your production!** If there is an asterisk by your position, you could be on your way to Waikiki Beach in Honolulu, Hawaii. The convention will be held May 1-4, 2024.



**LOOK FOR ME!**



# ANNIVERSARIES

<b>42 YEARS OF SERVICE</b> Bert Feldman, AGT	<b>14 YEARS OF SERVICE</b> Jesse Rennich, RGA Lisa Richardson, AGT	Jacob Davis, AGT Vincent Meyer, RGA London Nelson, SGA Joel Nunez, SA Matthew Obringer, GA Christabel Ornelas, AGT Christopher Ross, AGT Karen Salek-Cuzmar, RGA Richard Tabanji, AGT Travis White, GA	Noella Coleman, MGA Nelson Desmond, MGA Amandeep Kaur Gill, AGT Jaden Goldney, GA Venus Grier, RGA Jared Guglielmino, MGA Lisa Johnson, PR Trace Johnson, RGA Delvin Lanier, AGT Michael McKiernan, RGA Jordan Siudy, SA Tina Skalkos, MGA Anthony Spataro, SA Linda Torrence, AGT Brian Woodland, GA	<b>4 YEARS OF SERVICE</b> Adrain Alfred, RGA Daniel Arzate Roa, MGA Zaida Ferrer, SGA Raven Fugate, SA Tommica Gibson, GA Rachael Glamp, GA Taleb Jammoul Hajali, RGA Lawrence Johnson, MGA Patrick Keohane, GA Preston Klutz, RGA Michelle Kurtz, GA Chris Lewis, GA Anthony Marsella, RGA Adriana Marte, AGT Joshua McTier, MGA Dominic Meehan, SA Iv Menache, RGA Sean Merritt, AGT Jonathan Ojendi, GA Tyler Parker, MGA Jonathan Rindt, RGA Anthony Salerno, MGA Feagai Singh, SA Jennifer Smajda, AGT Jordan Stelzer, RGA Elvis Tinaj, SA Fatima Ward, MGA Matthew Ward, RGA	Jenny Anderson, SA Christian Baymack, SA Natalia Beltran Hernandez, GA Monte Boswell, SA Gabriel Carrera, AGT Shelley Carrier, SA Rossana Carruyo Parra, RGA Sonia Chaudhry, AGT Jin Chen, GA Brianna Claybourn, GA Jonathan Conner, MGA Kurt Evans, MGA Chris Filtz, GA Theresa Hakes-Drumm, SA Lauren Hogue, MGA Jordan Jones, GA Craig Joseph, AGT Pule Kaisa-Lealiifano, AGT Alexandra Key, MGA Colleen Kopycinski, SA Spencer Kozaj, RGA Toby Lind, SA Gjon Ljuljdjiraj, AGT Nikolla Luljguraj, SA Austin Macias, MGA Kathleen Mezik, MGA Jennifer Mueller, SA Genesis Navarro, SA Mac-Brien Ngunu, GA Dominick Nieves, GA Jean Paul, SA Cassandra Pinto, SA	Jake Kim, MGA Kortney Krystik, SA Ana Leal, AGT Carolyn Lee, AGT Gloria Lewis, AGT Jaden Londagin, AGT Mario Lopez, AGT Michael McLaughlin, GA Stephany Mejia, AGT Ryan Miller, GA Garron Moffett, GA Caroline Mora, GA Alek Nava, GA Kevin Beaver, GA Lindsay Belham, MGA Payton Borella, SA Ashley Campbell, GA Pule Kaisa-Lealiifano, AGT Vanessa Claxton, AGT Christian Cox, MGA Lisa Dohmen, GA Alyssa Duncan, GA Akil Elzein, GA Ricardo Franco, SA Marian Geroges, SA April Gibson, MGA Danielle Guin, SA Jake Hurst, SA Roberta Jackson, AGT Benjamin Jaimes, SA Pamela James, GA Renata Johnson, MGA	Evenoue Bien Aime, SA Theron Allen, AGT Jacob Almaraz, GA Laura Antunez, SA Lady Avila, AGT Raya Ayar, GA Colin Bagley, SA Batoul Bazzi, AGT Kelly Benner-Campbell, SA Christina Benson, GA Marvin Bolden, SA Derek Bond, AGT Austin Botts, SA Tyler Bratton, SA Theresa Bryson, SA Ty Burkholder, SA Thomas Callaghan, GA Pablo Castro Gaulet, SA Gavin Chatman, SA Rosalind Coates, GA Robin Collier, GA Michael Constant, GA Leonel Contreras, SA Samantha Corona, AGT Kelly Costain, AGT Michael Dejesus, SA Mark Demara, AGT Michael Denton, MGA Blake Dolder, AGT George Dominguez, SA Jeremy Doucet, AGT Joshua Erwin, AGT	Sandra Fagan, AGT Gabriel Fernos, SA William Flournoy, MGA Brandon Gamagami, MGA Brianna Garcia, SA Eugene Gardner, GA Jasmine Garrett, SA Quoc Viet Giang Le, SA Joseph Gojcaj, RGA Anissa Gray, AGT Adam Green, AGT Joseph Grider, AGT John Grosshans, AGT Kyle Gunderman, AGT Antonio Harris, SA Stephanie Hernandez, AGT Omar Hernandez, AGT Nathalia Hernandez, SA Melissa Hilton, AGT Nicole Hinz, SA Jomar Howell, SA Heather Hubbard, AGT Samuel Huston, MGA Calvin Judd, MGA Johnny Khoury, GA William Knapp, AGT Brandon Koishal, SA Ian Kouba, SA Connor Koy, GA Tyler Lan, GA Susie Lee, AGT Marcus Leslie, AGT	Asia Lewis, AGT Carmella Lockhart, AGT Edward Martin, GA Joseph Martin, AGT Savannah Martin, AGT Dora Martinez, SA Omar Mbodj, SA Ashley McAdams, AGT Brandon Miller, SA Marquise Moore, SA Julio Moreno, AGT Newyorka Morrow, AGT Miya Mosley, AGT Hussien Mouzaihem, SA Hannah Myers, SA A'joyna Nared, AGT Laura Neiter, SA Stephen Nessner, SA Judith Noel, AGT Magalie Octave, AGT Joshua Oldt, AGT Anita Osorio, AGT Adriana Osorio Villanueva, AGT Connor Palma, SA Ladiamond Parker, AGT Kenneth Parnell, SA Christopher Payne, SA Shermiah Pennyman, SA Cristian Perez, MGA Alexander Pham, SA Shawntell Powell, GA Kasai Preston, AGT	Jacqueline Prieto, GA Bailli Richardson, SA Shane Richins, SA Ryan Robinson, AGT Karina Romero, AGT Olga Santillanes, SA Yana Saranchuk, AGT Michael Schaefer, GA Jesse Schenks, AGT Jasmine Schulte, SA Melissa Sharp, SA Christian Shellum, SA Austin Sickler, MGA Arthur Simpson, GA Anton Sinishtaj, AGT Stephanie Smith, GA Vincent Stephens, GA Jensen Symonds, GA Josiah Talton, SA Lamika Thurman, GA Krista Trujillo, AGT Deidra Uga, SA Ramon Valdez, SA Andrei Vasile, AGT Denis Vasquez, SA Teejay Waddy, AGT Manasseh Waithaka, AGT Dennis Wariboko, AGT Daimarys Yanez Acosta, AGT Zachary Zgrabik, AGT Brian Zigulich, SA
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# PROMOTIONS

<b>STATE GENERAL AGENT</b> Zaida Ferrer Daniel Orr	Samuel Huston Ryan Jarvie Daniel Levine	Jihad Ottallah Michael Schaefer Yajaira Semeco-Nunez	Sophia Henriquez Ethan High Swaney Christopher Jason	<b>65% SUPERVISING AGENT</b> Oscar Alvarez Travis Barnes Kenessia Beaty Yesenia Bernal Jordan Beroid Joshua Watson Brittany Williams	Ileana Navarro Dorantes Ashley J Nelson Jeremy Nelson Desmond Parrinello Dale Steely Joshua Watson Brittany Williams	Ryan Burns Hortencia Leal Chelsey Carpenter Olimar Cassarino Figueroa Sergio Castillo Stephanie Castillo Rebecca Chacon Brian Colarusso Diana Coleman Melissa Dalby Emma Decastillia Jared DeLeon Odalys Diaz Hope Doyle Jared Duarte Andrew Dunn Madisyn Eckard Ashley Elder Olga Beltran Reyes Michael Bisson David Blanchet Michael Born Volodya Bragg Cole Bramhall Andrew Britton Russel Brooks-Martin	Taylor Freeman George Geroges Jarrett Giannotti Jett Gibe Conner Gilliland Hannah Gotfraind Willie Greenwood Amy Grube Sultan Hameen Shannon Hardesty Crystal Hardnett Terencyia Hawkins Christianna Hellwig Cornelius Henderson Ryan Hornung Michael Hutchison Ebikomboere Igo Crystal Jack McKenna Jakunskas Elondra Jarvis Nicole Johnson Donald Joseph Geena Kapur Christopher King Eliza Klich	Kailee Komisarck Michael Krzyston Montana Kubista Jacob Lavallie William Lawrence Madison Ledet Maxwell Lehman Averee Leonard Luisa Lopera Ivette Lopez Kyla Loso Samantha Luna Mary Malek Theryn Martin Alexander Marzilli Ryan Matejka Alisha May Jacob McClelland Nathan Mckay Christopher McMahan Alexis Middendorp April Mielke Brett Miller Nathaniel Mitchell Dimitrios Mitsopoulos	Colin Moppin Melissa Morgan Amanda Morisoli Robert Musil Precious Cherrisse Mwanaliti Mina Nademhosseini Kelly Naughton Kraig Needler Garrett Neese Cody Nicholson Samuel Oddo Derrell Oliver Trey Oram Arianna Patterson Elijah Pauley Christopher Payne Heather Peterson Haley Pfleger Michael Pici Daniel Podhorodeski Emma Pomeroy-Carrillo Latanya Rawles Dontae Reeves Rebecca Rehrig Lauren Riddle	Ivonne Rivera Tyler Roenicke Raymar Ruiz Ramos Fredda Saade Avendano Angie Sanabria Quintero Oscar Sanchez Paul Sanderford Gerardo Sandoval Eli Servais William Shealey Danielle Shelp Kayla Shelton Thomas Siebert Samuel Siegel Eric Smith Kierra Smith Eniola Sokera Phillip Sorbero Karen Stanley Sade Stanley Lance Sweeney-Devero Michael Thompson Kimberly Van Duynne David Vanoss Carlos Vasquez	Kaeden Vaughns Maria Velasquez Farley Humberto Vivas Soto Mitchell Webb Derrick West Erin Wheeler Zion Wideman Danielle Wilder Verna Willbur Kayla M Williams Rodriguez Williams Tammy Wilson Makenzie Wolford Nolan Yarrington Aaron York <b>55% SUPERVISING AGENT</b> Patrice Charles <b>52.5% SUPERVISING AGENT</b> Micki Emery Madalyn Fabrizio Shawn Moultrie Joanne Patten Kayla Schoenleber Madeline Silveria
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# BRAVE

## NEW WORLD



**Jason Beckman**

Division Vice President  
PR Field Operations

**Get a chuckle during the summer** months when my kids complain of boredom. During my youth, we didn't have the Internet (until AOL), YouTube, TikTok, Fortnite, or anything like this to occupy time like my kids, and all of us, enjoy today. Wow, I sound a lot like my parents used to and I'm only a few sentences in!

When watching TV during the summer as a child, there were two things I knew I could count on every day growing up: a Chicago Cubs day game at Wrigley Field on WGN and an Atlanta Braves game on TBS at all times of the day.

The Atlanta Braves quickly became signature programming during its run of exclusively televised on TBS from 1973 through 2007. The TV station referred to the Atlanta Braves as "America's Team" in a promotional campaign as rating shares exceeded all other markets.

In 1973, the Braves annual attendance was 800,655. By the end of the Braves exclusivity on TBS in 2007, their annual

attendance more than tripled to 2,745,207 fans through the gates.<sup>1</sup>

In 1973, the Braves played their home games at Atlanta-Fulton County Stadium which had a capacity of 52,007 for baseball games. It also served as a football stadium before the Atlanta Falcons found a new home.<sup>2</sup> The Braves moved into their new home, Turner Field, in 1997 which held a capacity of 49,586 fans.<sup>3</sup>

The irony between Atlanta-Fulton County Stadium in 1973 and Turner Field in 2007? The Braves more than tripled their home attendance playing in a stadium that held 2,000 fewer fans when at full capacity. How so? Winning. From 1973 to 1990, the Braves only finished at the top of their division once. From 1991 to 2007, America's Team won their division a total of fourteen times.<sup>4</sup>

According to SB Nation, "The Braves were the nation's favorite team in 1999 and the team has spent every year since fluctuating as either the second or third favorite." Who was their competition in this popularity contest? The New York Yankees and the Boston Red Sox. SB Nation went on to say the franchise's popularity could likely be attributed to national exposure, location and their winning ways the last two decades.<sup>5</sup>

Our new relationship with America's Team comes at a perfect time. As a Company, we're not really able to attribute our success to location like the Braves did; however, we can certainly hang our hats on national exposure and our winning ways.

In 2014, Globe Life won the naming rights to the former Rangers Ballpark in Arlington as the home stadium of the Texas Rangers. At the beginning of 2014, Globe Life stock (Torchmark Corporation) was valued at \$52.12.<sup>6</sup> As of June 16, 2023, Globe Life stock sits at \$108.01. The value of the Company's stock has more than doubled in just nine years. National exposure and winning ways can do a lot for your brand.

Our exposure with MLB since 2014 has seen our Company grow immensely. I can't wait to see what happens with our new partnership with "America's Team!"<sup>6</sup>

<sup>1</sup> <https://www.baseball-reference.com/teams/ATL/attend.shtml>

<sup>2</sup> [https://en.wikipedia.org/wiki/Atlanta%E2%80%93Fulton\\_County\\_Stadium](https://en.wikipedia.org/wiki/Atlanta%E2%80%93Fulton_County_Stadium)

<sup>3</sup> [https://en.wikipedia.org/wiki/Turner\\_Field](https://en.wikipedia.org/wiki/Turner_Field)

<sup>4</sup> <https://www.baseball-reference.com/teams/ATL/1973.shtml>

<sup>5</sup> <https://atlanta.sbnation.com/atlanta-braves/2011/7/11/2270469/the-atlanta-braves-are-the-no-3-most-popular-baseball-team>

<sup>6</sup> <https://finance.yahoo.com/quote/GL/history?period1=339206400&period2=1687132800&interval=1mo&filter=history&frequency=1mo&includeAdjustedClose=true>

# MAY COMPANY TOTALS

BEST MAY IN COMPANY HISTORY!

## Sales

- \$25,643,284 Net ALP
- 25.7% Growth over May 2022
- 13.0% YTD Growth

## Recruiting

- Agent Count: 10,699

## Quality/Reinstatements

- 4,190 Total Policies Conserved  
— 3,658 Reinstatements  
— 532 Reopens
- Net to Gross: 88%
- 13<sup>th</sup>-Month Persistency: 80.07%
- 4-Month Retention: 80.07%
- 13<sup>th</sup>-Month Retention: 61.8%

## Public Relations

- 72,570 leads generated — 12% increase over May 2022
- 253 groups signed — 11% increase over May 2022
- 60 ORI groups signed — 15% increase over May 2022
- 13,413 ORI leads generated — 4% increase over May 2022

# GAME SPEED



# NEW ASSOCIATES PER MANAGER

## SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Crystal Mekdarasack	3	AO	Yngrid Seijas Garboza	2	Walter Icaza	Ethan Tolbert	2	Darcy Schrieber
Garrett Amora	2	AO	Brittany Williams	2	Ralston-Ralston	Drew Hall	2	S-S-Bendure-Hartwig
Mary England	2	AO	Luis Alvarez	2	Jesus Romero	Jose Anderson	2	S-S-Parks-Salvaggi
Melissa Grieb	2	AO	Jose Elias Diaz Alvarado	2	Jesus Romero	Charista Huecker	2	Matthew Turnquist
Kerly Salazar	2	Hemerson Gonzalez	Eriannet Perez	2	Jesus Romero	Josiah Talton	2	Michael Vasu

## GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Tyler Lan	5	AO	Isaiah Banks	2	AO	Shawntell Powell	2	Ernest Powell
Michele Stewart	5	AO	Lauretta Bawo	2	AO	Ana Machado Rodriguez	2	Quintero-Vidal
Gabriela Perez	5	Jesus Romero	Rochelle Magpantay	2	AO	Maurice Coleman	2	Brian Schreiber
Zakaria Elgahmi	4	Darcy Schrieber	Justin Neal	2	AO	Jamie Beuschel	2	Darcy Schrieber
Mohamed Aljahmi	3	AO	Theron Allen	2	Rachel Brown	Brady Basinger	2	S-S-Bendure-Hartwig
Tyler McKnight	3	AO	Stephanie DesForges	2	Denis-Michael Catalano	Drake Bauer	2	S-S-Bendure-Hartwig
Cash Sampson	3	AO	Thomas Mullally	2	Chalom-Chalom	Joshua Butrey	2	S-S-Parks-Salvaggi
Damian Woods	3	AO	Chandavy Heng	2	Fisher-Zuzick	Troy Henderson	2	S-S-Parks-Salvaggi
Nelson Sucre	3	Sergio Carta	Omar Fernandez	2	Cindy Furer	Aliya Johansen	2	S-S-Parks-Salvaggi
Damaris Trejo	3	Sabrina Lloyd	Margarita Hickman	2	Hemerson Gonzalez	Samantha McComas	2	Matthew Turnquist
Nathan Haralson	3	Ralston-Ralston	Tevin Williams	2	Henderson-Locker	Jessenia Shavlik	2	Matthew Turnquist
Michael Schaefer	3	S-S-Bendure-Hartwig	Jusem Hajali	2	Walter Icaza	Lisa Dohmen	2	Tiffany Wagner
Keenan Bignall	3	Matthew Turnquist	Amanda Urdaneta	2	Walter Icaza	Jacob Carter	2	Phillip Waisman
Logan Buckley	3	Matthew Turnquist	Miguel Diego	2	Sabrina Lloyd	Ashley Applon	2	Washington-Washington
Luis Almaguer	3	Michael Vasu	Joseph Sixta	2	Sabrina Lloyd	Anthony Gray	2	Washington-Washington
Selina Maldonado	3	Michael Vasu	Nathan Garlow	2	Nick Moore	Michael Wade	2	Washington-Washington
Isaiah McGee	3	Washington-Washington	Chase Young	2	Nick Moore			

## MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Andi Iftiu	5	AO	Joshua McTier	4	Matthew Turnquist	Zach Otto	3	Sabrina Lloyd
Eno Iftiu	5	AO	Jordan Stelzer	4	Matthew Turnquist	Chris McFoy	3	Andrew McQuade
Ashlynn Orng	5	AO	Jonathan Conner	4	Michael Vasu	Laurence Moore	3	Moore Midwest
Carol Fernandez	5	Sergio Carta	Mayra Robles	4	Michael Vasu	Jake Gelb	3	Nick Moore
Tahis Quintero Bonilla	5	Jesus Romero	Robin Gonzalez	4	Phillip Waisman	Ryan Martin	3	Nick Moore
Steven King	5	Darcy Schrieber	Lyndon Prosser	3	Yemi Akinade	Ashley Clarke	3	Ernest Powell
Kaia Pirazzini	4	Erin Allen	Ana Naim	3	Adel Al Choufi Naim	Caritza Rojas	3	Beto Quintero
Joseph Gocaj	4	AO	Kelechi Anele	3	AO	Carlos Navas	3	Quintero-Vidal
Jacqueline Kabluyen	4	AO	Andrew Bishop	3	AO	Devin Moore	3	Ralston-Ralston
Mark Neilson	4	AO	Carrington Hanna	3	AO	Alejandra Larez Morales	3	Jesus Romero
Jorge Caridad	4	Zaida Ferrer	Chris La Fond	3	AO	Adam Wheeler	3	Satti-Kanaan-Wheeler
Aaron Piotrowski	4	Sabrina Lloyd	Brandon Summerton	3	AO	Dillon Zartman	3	S-S-Bendure-Hartwig
Andrew Chambers	4	Philip Prata	Steven Warner	3	AO	Joshua Goodman	3	Matthew Turnquist
Augusto Arango	4	Jesus Romero	Spencer Kozej	3	Simon Arias	Clayton Slaughter	3	Michael Vasu
Nicholas Chuma	4	S-S-Bendure-Hartwig	Stella Roznovan	3	Cohen-Velasquez	Tanner West	3	Michael Vasu
Sierra Hartwig	4	S-S-Bendure-Hartwig	Meredith Woolverton	3	Greg Graham	Robert Hepler	3	Washington-Washington
Ian Zollos	4	S-S-Parks-Salvaggi	Taleb Jammoul Hajali	3	Walter Icaza	Tucker Gregor	3	West-Moody

## RGAs

NAME	#	SGA
Mario Hajro	12	AO

### NEW ASSOCIATE – \$1,000 contract-to-date new agent

#### THE MINIMUMS FOR RECOGNITION ARE:

- SA & GA – at least two new associates during the month
- MGA – at least three new associates during the month
- RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

# NEW SGAs



Zaida Ferrer | TX

Zaida is a graduate of Dr. Rafael Belloso Chacin University (URBE) in Maracaibo, Venezuela where she earned a master's degree in marketing and sales management. Before joining AIL, Zaida worked in a warehouse in Dallas, but she wanted an opportunity to lead. "I consider myself a successful and focused woman. AIL gave me the tools to achieve the leadership of an SGA office," she says. She chose AIL because of the career opportunities for Latinos to protect other Latinos.



Daniel Orr | ON

Dan's best friend referred him to AIL in 2006, shortly after he received a degree in Finance from Saint Mary's University in Nova Scotia. He was initially drawn to *Opportunity Unlimited* by the ability to have total control over his income while providing a financial safety net for his customers at the same time. Dan places a high value on the SGA position and believes his organization will have a significant impact on the community by "allowing any successful candidate to change everything about their work conditions, lifestyle, and income."

## Dear Future SGA,

Whether you are new to our Company or someone with tenure, if you have ever wondered what you had to accomplish in order to be promoted to State General Agent, the answer is simple — achieve these four levels.



## SGA Career Track

**\*\$500k–\$3.5M+**  
Unlimited Annual Earnings Potential

### LEVEL 1: QUALIFY

To qualify you must meet the following criteria:

- 2 years tenure with AIL/NIL
- Be on an MGA/RGA Contract
- Production of at least \$350,000 of 1st Six Mo. Agent production (Last 12 Months)

### LEVEL 2: INTERVIEW

You will be flown to McKinney, Texas for dinner and an interview. During this time you will also learn about the budgetary and start-up process for new SGAs.

### LEVEL 3: FOLLOW UP

Home Office will schedule a follow-up call with you and your SGA 60 days after your interview to discuss your progress in the areas of recruiting, production and quality. If you are still growing and moving forward, we will prepare for Step 4.

### LEVEL 4: GET AN OFFER

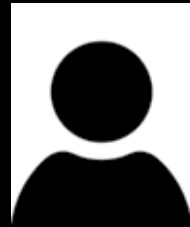
After conferring with your SGA, the Home Office will contact you to:

- Let you know what territory/territories we are offering
- Discuss who may be going with you. (Your SGA can protect one person whom they feel they need to keep.)

\*The earnings potential is typical but not guaranteed. Actual amounts can vary based on individuals results.



## TOP RECRUITING AGENTS\*\* MAY



**Arthur Ortega**  
9 Recruits  
AO



**Spencer Kozej**  
8 Recruits  
Simon Arias



**Sierra Hartwig**  
6 Recruits  
S-S-Bendure-Hartwig



**Andi Iftiu**  
6 Recruits  
AO



**Michele Stewart**  
6 Recruits  
AO

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Arthur Ortega	9	Carol Fernandez	3	Eric Butt	2	Mathew Kahwaji	2	Andrea Schmitt	2	Jonathan Rindt	6
Spencer Kozej	8	Taurean Flournoy	3	Franklin Chacin Finol	2	Sylvain Kalombo	2	Ashley Seborowski	2	Simon Arias	6
Sierra Hartwig	6	Doron Freud	3	Nicholas Chuma	2	Marissa Kintzel	2	Clayton Slaughter	2	Simon Arias	10
Andi Iftiu	6	Astrid Gomez Castrillon	3	Brian Colarusso	2	Zachary Marshall	2	Yatianna Tirado	2	Simon Arias	10
Michele Stewart	6	Anthony Gray	3	Ornela Martinaj	2	Andrew McAllister	2	LaTonya Tucker	2	Simon Arias	10
Carrington Hanna	5	Melissa Hayfa	3	Louis Domenick	2	Andrew McAllister	2	Katelyn Ucar	2	Simon Arias	10
Taleb Jammoul Hajali	5	Faez Jbour Al Choufi	3	Keyshawn D'orso	2	Sherrie McCarty	2	Veronica Valdes	2	Simon Arias	10
Iris Saavedra	5	Romal Omid	3	Tyler DuBois	2	Genesis Medina Mendoza	2	Thomas J Vena	2	Simon Arias	10
Brittany Butler	4	Kevin Swiatek	3	Derek Foore	2	Flor Gisela Mena Urrueta	2	Jay Washington	2	Simon Arias	10
Matthew Conrad	4	Vivian Trinh	3	Amanda D George	2	Darez Meriwether	2	Spencer Young	2	Simon Arias	10
Jessica Kay	4	Mark Bernsdorff	2	Stephen Gordon	2	Ervin Metaj	2	Elizabeth Yun	2	Simon Arias	10
James Mathews	4	Nicholas Beyer	2	Raquel Grays	2	Jordan Moore	2	Dillon Zartman	2	Simon Arias	10
Nick Scordos	4	Maria Bonilla Borrego	2	Jenna Grula	2	Rachel Omell	2			Simon Arias	10
Ivan Andrade	3	Ethan Boyce	2	Troy Henderson	2	Daniela Rangel	2			Simon Arias	10
Ashley Applon	3	Timothy Bugge	2	Nicole Herrin	2	Caritza Rojas	2			Simon Arias	10
Blake Breitzke	3	Joshua Butrey	2	Mitzi Holmes	2	Angel Salcedo Chacin	2			Simon Arias	10

TOTAL PINNACLE RECRUITERS: 369 TOTAL PINNACLE RECRUITS: 511

## TOP RECRUITING AGENTS\*\* YTD

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Gomez Castrillon	31	Doris Martinez Garcia	8	Gregory Rudolph	7	Jeffrey A Smith	6	Zachary Marshall	5	Jonathan Rindt	6
Sierra Hartwig	21	Connor O'Donnell	8	Clayton Slaughter	7	Luciano Valero Vidal	6	London Nelson	5	Simon Arias	6
Taleb Jammoul Hajali	18	Bradley Blumenshine	7	Taulant Bane	6	Sabrina Agostini	6	Romal Omid	5	Simon Arias	6
David Carpenter	12	Blake Breitzke	7	Lindsay Cary	6	Andrew Bishop	5	Iris Saavedra	5	Simon Arias	6
Spencer Kozej	12	Nicholas Chuma	7	Jonathan Giaco	6	Timothy Bugge	5	Michael Schaefer	5	Simon Arias	6
Jenna Grula	11	Nicholas Geyer	7	Greg Graham	6	Michael Burningham	5	Blair Sheppard	5	Simon Arias	6
Robin Gonzalez	10	Raquel Grays	7	Maryger Guedez	6	Eleisa Carlino Andrea	5	Tyler Teague	5	Simon Arias	6
Michael Denton	9	Carrington Hanna	7	Bobby Hamilton	6	Kevin Dempsey	5	Jeffrey Tillman	5	Simon Arias	6
Andi Iftiu	9	Corey Helly	7	Katrina Iott	6	Carol Fernandez	5	Klyo Vidal	5	Simon Arias	6
Arthur Ortega	9	Peter Kwiatkowski	7	Alex Jankowski	6	Taurean Flournoy	5	Josh West	5	Simon Arias	6
Jonathan Rindt	9	James Marks	7	Trace Johnson	6	Madison Fritz	5	Walker Willis	5	Simon Arias	6
Michele Stewart	9	Genesis Medina Mendoza	7	Conor Markins	6	Nediby Gonzalez Sanchez	5	Hunter Wood	5	Simon Arias	6
Jason Bratin	8	Mike Paragiou	7	Chase Miller	6	Troy Henderson	5	Dillon Zartman	5	Simon Arias	6
Jessica Chang	8	Daniel Rock	7	Gabriela Perez	6	Jessie Holland	5			Simon Arias	6

TOTAL PINNACLE RECRUITERS: 1,312 TOTAL PINNACLE RECRUITS: 2,364

**Spencer Kozej**  
Simon Arias  
18 Recruits  
PLATINUM

**Michele Stewart**  
AO  
17 Recruits  
PLATINUM

**Matthew Conrad**  
S-S-Parks-Salvaggi  
15 Recruits  
PLATINUM

**Chase Miller**  
S-S-Bendure-Hartwig  
15 Recruits  
PLATINUM

**Peter Kwiatkowski**  
S-S-Parks-Salvaggi  
12 Recruits  
GOLD

**Derek Foore**  
S-S-Parks-Salvaggi  
10 Recruits  
GOLD

**Alex Jankowski**  
Simon Arias  
10 Recruits  
GOLD

**Jessica Kay**  
Jamison Weatherspoon  
10 Recruits  
GOLD

**Jake Kim**  
AO  
10 Recruits  
GOLD

**Beau Minnick**  
S-S-Bendure-Hartwig  
10 Recruits  
GOLD

**Maria Papilago**  
Houston Latino Division  
7 Recruits  
SILVER

**Doron Freud**  
Giglione-Ackerman  
6 Recruits  
SILVER

**Mitzi Holmes**  
Washington-Washington  
6 Recruits  
SILVER

**Jonathan Rindt**  
Simon Arias  
6 Recruits  
SILVER

**Anthony Salerno**  
Gryaska-Hamilton  
6 Recruits  
SILVER

**Michael Schaefer**  
S-S-Bendure-Hartwig  
6 Recruits  
SILVER

**Jay Washington**  
Washington-Washington  
6 Recruits  
SILVER

**Nicholas Beyer**  
Sabrina Lloyd  
5 Recruits  
SILVER

**Eleisa Carlino Andrea**  
Beto Quintero  
5 Recruits  
SILVER

**Carol Fernandez**  
Sergio Carta  
5 Recruits  
SILVER

**Greg Graham**  
Greg Graham  
5 Recruits  
SILVER

**Nicole Herrin**  
Weatherspoon-Harris  
5 Recruits  
SILVER

**Klaudio Martinaj**  
AO  
5 Recruits  
SILVER

**Jihad Ottallah**  
S-S-Parks-Salvaggi  
5 Recruits  
SILVER

**Jacqueline Prieto**  
AO  
5 Recruits  
SILVER

**Heather Spencer**  
AO  
5 Recruits  
SILVER

**Brian Woodland**  
AO  
5 Recruits  
SILVER

▼ By number of Pinnacle Recruits. Top Pinnacle Recruiting Agents listed have at least 2 Pinnacle Recruits.  
 ● *Spotlight* will picture the top 5 Pinnacle Recruiting Agents based on number of Pinnacle Recruits. *Spotlight* may picture more or less than 5 in case of a tie.  
 ■ The number of YTD Pinnacle Recruits listed for *Spotlight* recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.

\*By number of eligible Pinnacle Recruits. Club members pictured have at least 5 eligible Recruits. A Pinnacle Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$1,500 Net ALP.



# MAKING THE BEST OF WHAT WE HAVE



## Domenico Bertini

Division Executive Vice President  
American Income Life &  
National Income Life Divisions

**It's a question that I ask myself every morning** when life wakes me up: "Am I making the best of what I have?"

The answer drives the rest of the day for me, so I better get it right.

This question reflects my desire, and I am sure the desire of many like me, to strive for personal growth and fulfillment. While it is natural to aspire to pursue our wants and achieve our goals, it is equally important to recognize the significance of making the best of our current circumstances. Having gratitude for the things we have today and for who we are today help us lay a strong foundation for future success.

### APPRECIATING WHAT WE HAVE

Often, we become so consumed by our desires and ambitions that we overlook the abundance of blessings in our lives. Gratitude is an essential attitude that enables us to recognize and cherish the opportunities and resources already at our disposal. By being grateful for what we have, we cultivate a positive mindset

that allows us to see opportunities that might otherwise go unnoticed. Appreciating what we have, also creates a sense of contentment and satisfaction, fostering personal well-being and fostering resilience in the face of challenges, and we do have many of those in our lives and in the world we live in today.

### HARNESSING EXISTING RESOURCES

To make the best of what we have, we must learn to harness our existing resources effectively. Here's an example: at some point in our business life, we have all complained about leads, customers, and managers. The truth is that by recognizing our strengths and weaknesses, we can strategically allocate our resources and efforts toward achieving meaningful outcomes. I can turn my leads into more leads by asking for referrals. I can strive to serve my customers better to deliver an excellent experience and solidify my renewals, and hence get more referral leads. I must realize that I am in business for myself, I am the president and the CEO of my own company, no matter how many managers I have above me. Instead of fixating solely on what we think our problems are, we can focus on optimizing what we already possess. This proactive approach empowers us to maximize our potential and make progress in our personal and professional life.

### EMBRACING GROWTH AND CONTINUOUS IMPROVEMENT

Making the best of what we have also requires a commitment to growth and continuous improvement. While it is important to appreciate our current circumstances, it is equally crucial to strive for personal development and expansion. It is human to want, and it is human to want more once previous goals have been achieved. But we must realize that to achieve what we want and more, we must get up in the morning and go to work, no one will do that for us. If our wants are real, then we will do what it takes to get what we want.

### WHAT IT ALL MEANS:

In our pursuit of success and fulfillment, in our pursuit of happiness, it is imperative to ask ourselves the question, "Am I making the best of what I have?"

By cultivating gratitude, harnessing existing resources, and embracing growth, we lay a solid foundation for personal and professional development in the present and the future.

So let us begin each day with the intention of making the best of what we have. It is through this mindset that we unlock our true potential and shape a brighter future, for us, for our families, for our clients, for our associates, for the Company that has given us so much and continues to give, and finally, for this world we live in. 🌱



## COWBOYS



## CONTEST



**We're excited to offer you a chance to win an experience to see the Dallas Cowboys play against the New England Patriots on October 1, 2023.**

### FOR SUITE

- Cat 1: Top 3
- Cat 2-3: Top 3
- Cat 4-6: Top 3

### FOR TICKETS

- Cat 7-9: Top 2
- Cat 10-11: Top 2
- Cat 12-13: Top Place

- Winning Organizations must reach 100% of their July Associate/VIP Objective.
- SGAs will be sorted by category. Any ties will be determined by the highest ALP dollars over July 2022.
- Top VP and Director with most growth July 2023 over July 2022 will qualify for tickets for the Cowboys game.
- All winners will be allowed one guest.
- For any partnership wins with more than two partners, additional partners will be provided game tickets.

**Disclaimer:** The Dallas Cowboys are not a sponsor of this contest. The Contest Period runs from 7/1/2023 through 7/31/2023. No entry form is required to participate in this Contest – agents who are actively appointed with American Income Life Insurance Company (the "Company") throughout the Contest Period described above will be automatically entered in the Contest. No purchase is necessary to enter or win. Only one entry per person is permitted. Winner(s) will be selected based on the criteria as described above. Winner(s) will be notified by email or phone on file in Company records. Agents must be actively appointed with the Company at the time the Winner(s) is selected and at the time the prize is redeemed. Prizes are non-transferable, and have no cash value. Winner(s) is solely responsible for federal, state, and local taxes and any unspecified expenses or fees associated with prize acceptance, receipt, and use. Winner(s) must be above Company minimum standards and meet Company quality requirements for contests and recognition. The Company reserves the right to disqualify anyone from participation in the Contest. The Company reserves the right to cancel, modify, or suspend the Contest for any reason and without prior notice, as well as the right to substitute alternate prize(s) of equal or comparable value. Guest(s) accompanying the Winner(s) on prize travel must be 21 years of age or older and may not be appointed with the Company or employed by the Company. Winner(s) and their Guest(s) may be required to execute liability waivers in a form acceptable to the Company in order to redeem prize travel. Prizes are offered "as is" with no express or implied warranties, including, but not limited to, quality, condition, merchantability, or fitness for a particular purpose. Winner(s) must look to the manufacturer or service provider for any potential warranties or guarantees. If requested by the Company, Winner(s) may be required to execute liability waivers in a form acceptable to the Company in order to receive the prize(s).



# Make Tomorrow Better

– UPDATE –



## Medina, OH

The Josh West Organization donated \$15,000 to S.O. Medina County Sports Booster, a booster club that provides financial aid and support for Special Olympics in Medina County, Ohio. "The West Organization has been a proud sponsor of the Medina County Special Olympics for the last 8 years. It is an honor to partner with Globe Life and be able to give back to such a great group of motivated and inspiring individuals," said Josh.



## Wexford, PA

The Laura Fisher-Brian Zuzick Organization recently donated \$7,500 to Steel City Impact as part of our *Make Tomorrow Better* giving initiative. This non-profit provides mind, body, and spirit-based development and mentoring to the youth of the community. Youth is the future of society, and the organization strives to ensure they are equipped with the necessary skills and knowledge to achieve success and make a positive impact on the world.



## Globe Life Becomes a Proud Partner of the Atlanta Braves

Globe Life has exciting news you can proudly promote within your business. **The Company is partnering with the Atlanta Braves baseball team.** The Atlanta Braves boast one of the largest fan bases in sports today. The partnership with the Atlanta Braves will create brand association as it has for other well-known professional sports teams our Company is linked with — the Dallas Cowboys, the Texas Rangers, and the FC Dallas soccer club.

The Globe Life logo is on permanent signage both on the top and bottom home dugout rails at Truist Park baseball stadium in Atlanta, which is seen in every TV broadcast of an Atlanta Braves home baseball game. TV-visible signage at Truist Park provides exposure to Major League Baseball fans across the country. The Globe Life logo will also be seen on the Braves' home plate signage as it rotates throughout the year. If you're headed to a Braves game this summer, visit [www.mlb.com/braves/tickets/specials/corporate-partners](http://www.mlb.com/braves/tickets/specials/corporate-partners) for 20% off home game tickets and use promo code **GLBLIFE**. If you don't live near the Atlanta Braves, it's still a great team for making connection with your clients and potential clients, as the Atlanta Braves brand is one of the most highly followed and recognized brands in Major League Baseball.

### The Atlanta Braves History

In 1876, the Atlanta Braves began in Boston as the Boston Braves. For 74 years they played and won, but in the 1948 World Series, after a disappointing loss to the Cleveland Browns, they were sold and moved to

Milwaukee becoming the Milwaukee Braves, proving teams could relocate and be successful. With hitters like Eddie Matthews and Hank Aaron on the team, the Braves were revitalized. In 1957, the team won their first National Pennant with an exciting game on September 23<sup>rd</sup> which catapulted the Braves to a victory championship. This led the Braves to the World Series and a first win for the ball club in 40 years.

In 1966, the Braves relocated to Atlanta, Georgia. From 1991 until 2005, the Braves' victories were markedly significant with being one of the most consistently winning teams in baseball history. The Atlanta Braves team has a stunning Major League Baseball record of 22 divisional titles, 18 National League pennants, and four World Series championships.

There have been many top baseball players in the Braves history including Phil Niekro, John Smoltz, Greg Maddux, Chipper Jones, Warren Spahn, Eddie Matthews, Kid Nicols, and Hank Aaron, who on April 8, 1974, broke Babe Ruth's record with 715 home run hits. All these athletes were elected to the Baseball Hall of Fame.



PROUD PARTNER OF THE ATLANTA BRAVES



# VIBRA LATINA

## Somos Una Solución Muy Importante

**C**UANDO comenzamos a trabajar en esta industria, lo hacemos por varias razones. Algunas razones pesan más que otras, y esto se vuelve aparente a medida que aumentamos nuestros ingresos, nuestra clientela crece, recibimos el reconocimiento como productores individuales y como equipos, nuestras familias viven un mejor estilo de vida, etc. En este negocio, con el tiempo llega la madurez, y parte de ese proceso de maduración es entender por qué hacemos lo que hacemos.

Sí, las recompensas financieras y el reconocimiento son bastante buenos, pero también debemos entender la obligación que tenemos con nuestros clientes, las familias que confiaron en nosotros, y cuál es nuestro compromiso con cada familia. Uno de los principios que aprendí anteriormente en mi carrera con American Income Life y National Income Life, fue que somos la única buena noticia que una familia recibe en el peor día de sus vidas. Necesitamos mantener esto en mente y siempre comprometernos a estar ahí para ayudar a nuestros clientes durante los momentos

más duros de sus vidas, o en caso de un accidente o enfermedad críticos. En nuestro negocio siempre ganarán tres elementos del oficio: el cliente, el agente y la Compañía. Cada uno de estos gana algo y, a medida que continuamos creciendo, continuaremos siendo parte de una compañía increíble para llevarnos a otro nivel con nuestros clientes.

La siguiente parte del plan de acción es elevarnos por encima del resto de la industria. Siempre tengamos el objetivo de ser mejor que el día anterior y ganarnos la confianza de más clientes para que podamos supervisar el futuro financiero de sus familias cuando sus seres queridos ya no estén aquí. Seamos la solución más importante para sus clientes y ayúdenos. La mayoría de nuestra clientela en las Divisiones Latinas es de origen hispano y confían en ti como agente para ser el faro que los guíe en su futuro financiero y el de las generaciones futuras.

Nuestras oficinas continúan creciendo, las Divisiones Latinas continúan creciendo, el compromiso con nuestros

**Diego R. Arango**  
Director de Ventas / Sales Director



clientes crece, el compromiso con la Compañía crece, y el compromiso con nosotros mismos también crece. Es emocionante tener más agentes en cada oficina a lo largo y ancho de la Compañía. Somos parte del crecimiento que estamos experimentando, somos parte del siguiente nivel, somos parte del futuro y, juntos, nos dirigiremos a un nivel nunca antes visto... ¡pero que hemos visualizado antes! Por favor, continuemos ayudando a nuestros clientes y sus familias, ganándonos su confianza. Continuemos transmitiendo el mensaje de que cada uno de nosotros tiene la oportunidad de impactar a una familia y ayudarlos cuando más se necesita.

Mantengámonos en el camino de nuestros objetivos, continuemos capacitándonos, nunca dejemos de desarrollarnos buscando conocimiento. Juntos, ¡llevaremos a esta organización a la cima!. ¡GAMESPEED! 🚀

## We Are a Very Important Solution

**W**HEN we start working in this industry, we do it for several reasons. Some reasons carry more weight than others and this becomes apparent as we increase our income, our book of business grows, we receive recognition as individuals and teams, our families are living a better lifestyle, etc. With time in this business comes maturity, and part of the maturing process is understanding why we do what we do.

Yes, the financial rewards and recognition are good, but we also need to understand the obligation we have to our customers, the families that trusted us and our commitment to each family. One of the principles I learned earlier in my career with American Income Life and National Income Life was that we are usually the only good news that a family gets on the worst day of their lives. We need to keep this in mind and always commit to being there for our customers to help them during the hardest times of their lives when a significant other dies or in the

event of a critical accident or illness. In our business, three elements of the trade will win: the customer, the agent, and the Company. Each of these wins something, and as we continue to grow, we will continue to be part of an amazing company to take us to another level with our customers.

The next part of the game plan is to elevate ourselves above the rest of the industry. Always have the goal to be better than the previous day so we can earn the trust of more customers to help families oversee their financial future for when their loved ones are no longer here. Become the most important solution to your customers and help them. Most of our clientele in the Latin Divisions are of Hispanic origin and they are trusting you as their agent to be the beacon that guides them to their financial future and that of future generations.

Our offices continue to grow, the Latin Divisions continue to grow, the commitment to our customers grows, the commitment to the Company grows, and the commitment to ourselves grows as well. It's exciting that we have more agents in every office across the company. We are part of the growth we are experiencing, we are part of the next level, we are part of the future and together we will be heading to a level never before seen ... but we have visualized it before! Please continue to help our customers and their families, earning their trust. Keep sharing the message that each of us has an opportunity to impact families and help them when they need it most.

Stay on track with your goals, continue your training, and keep developing yourselves by seeking knowledge. Together, we'll take this organization to the peak! #GAMESPEED! 🚀





### VETERAN PRODUCER



**1**  
OMAIRA GARCÉS RAMONEZ  
ORLANDO, FL

SA



**1**  
LUIS ALVAREZ  
HOUSTON, TX

### VETERAN MGA



**1**  
CARMEN PENA GUEDEZ  
HOUSTON, TX

### ROOKIE PRODUCER



**1**  
CAROL FERNANDEZ  
LONG BEACH, CA

GA



**1**  
ANA MACHADO RODRIGUEZ  
ORLANDO, FL

### ROOKIE MGA



**1**  
MARIA BONILLA BORREGO  
DORAL, FL

RGA



**1**  
DANIEL PACHECO  
MIAMI, FL

## TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: MAY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Omaira Garcés Ramonez	\$15,082	79.9	Hector Luque	Quintero-Vidal
2	Javier Contreras Paraguacuto	\$13,848	81.9	Jhanna Valerio Vivas	Beto Quintero
3	Lisbeth Vasquez Rodriguez	\$13,785	87.7	Daniel Pacheco	Beto Quintero
4	Roxie Soto	\$12,732	84.6	Caritza Rojas	Beto Quintero
5	Eleisa Carlino Andrea	\$9,662	90.4	Caritza Rojas	Beto Quintero

## TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: MAY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Carol Fernandez	\$21,332	96	Carol Fernandez	Sergio Carta
2	Jennifer Terife Medina	\$21,031	93	Carol Fernandez	Sergio Carta
3	Pablo Castro Gault	\$19,016	89.8	Carol Fernandez	Sergio Carta
4	Angie Sanabria Quintero	\$15,294	96	Maria Bonilla Borrego	Walter Icaza
5	Victor Grasso Zambrano	\$13,396	95	Augusto Arango	Jesus Romero

## TOP LATINO MARKET SUPERVISING AGENTS: MAY

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Luis Alvarez	\$27,097	\$34,206	91	Alejandra Larez Morales	Jesus Romero
2	Luisana Atacho Chirinos	\$25,484	\$30,238	95	Fernando Coiran	Jesus Romero
3	Elizabeth Contreras	\$21,136	\$24,368	93	Carlos Navas	Quintero-Vidal
4	Oscar Alvarez	\$16,615	\$20,269	94	Aldo Ramirez Marinelli	Quintero-Vidal
5	Maryger Guedez	\$16,436	\$19,651	88	Carmen Pena Guedez	Jesus Romero

## TOP LATINO MARKET GENERAL AGENTS: MAY

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Ana Machado Rodriguez	\$46,542	\$66,416	98	Carlos Navas	Quintero-Vidal
2	Nelson Sucre	\$44,465	\$87,671	92	Carol Fernandez	Sergio Carta
3	Paola Asaro Avila	\$31,885	\$38,889	93	Aldo Ramirez Marinelli	Quintero-Vidal
4	Daniel Nava	\$28,065	\$34,798	93	Evelyn Leon-Perez	Zaida Ferrer
5	Angel Marquez	\$26,919	\$31,569	98	Taleb Jammoul Hajali	Walter Icaza

## TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: MAY

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Carmen Pena Guedez	215.5%	\$75,755	\$24,011	87.6	Jesus Romero
2	Taleb Jammoul Hajali	182.9%	\$182,470	\$64,499	77.0	Walter Icaza
3	Caritza Rojas	114.3%	\$44,890	\$20,946	89.6	Beto Quintero

## TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: MAY

Rank	PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Maria Bonilla Borrego	310.1%	\$62,013	\$20,000	79.9	Walter Icaza
2	Jose Heredia	247.6%	\$49,514	\$20,000	90	Jesus Romero
3	Alejandra Larez Morales	240.9%	\$48,185	\$20,000	84.8	Jesus Romero

## TOP LATINO MARKET REGIONAL GENERAL AGENTS: MAY

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Daniel Pacheco	221.5%	\$73,214	\$22,773	86.5	Beto Quintero
2	Carmen Pena Guedez	196.2%	\$59,249	\$20,000	81.0	Jesus Romero
3	Taleb Jammoul Hajali	122.6%	\$75,193	\$33,778	78.3	Walter Icaza

## TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Carol Fernandez	\$113,091	96	Carol Fernandez	Sergio Carta
2	Pablo Castro Gault	\$93,716	89.8	Carol Fernandez	Sergio Carta
3	Juneth Zambrano De Grasso	\$78,267	90	Augusto Arango	Jesus Romero
4	Nelson Sucre	\$59,500	77.7	Carol Fernandez	Sergio Carta
5	Jenny Torres De Villarroel	\$40,900	97	Aldo Ramirez Marinelli	Quintero-Vidal

## TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Omaira Garcés Ramonez	\$94,720	79.9	Hector Luque	Quintero-Vidal
2	Dana Martin Gonzalez	\$64,576	91.4	Aldo Ramirez Marinelli	Quintero-Vidal
3	Lisbeth Vasquez Rodriguez	\$58,359	87.7	Daniel Pacheco	Beto Quintero
4	Roxie Soto	\$46,051	84.6	Caritza Rojas	Beto Quintero
5	Ana Machado Rodriguez	\$37,590	80.7	Carlos Navas	Quintero-Vidal

## TOP LATINO MARKET GENERAL AGENTS: YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Paola Asaro Avila	\$131,877	\$151,399	93	Aldo Ramirez Marinelli	Quintero-Vidal
2	Angel Marquez	\$107,834	\$127,705	98	Taleb Jammoul Hajali	Walter Icaza
3	Daniel Nava	\$97,921	\$124,052	93	Evelyn Leon-Perez	Zaida Ferrer
4	Nelson Sucre	\$87,019	\$319,693	92	Carol Fernandez	Sergio Carta
5	Gabriela Perez	\$77,452	\$107,846	76.1	Tahis Quintero Bonilla	Jesus Romero

## TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Carmen Pena Guedez	142.2%	\$295,534	\$122,023	87.6	Jesus Romero
2	Taleb Jammoul Hajali	114.7%	\$758,847	\$353,389	77.0	Walter Icaza
3	Caritza Rojas	110.5%	\$249,889	\$118,720	89.6	Beto Quintero

## TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: YTD

Rank	PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Jose Heredia	193.6%	\$193,642	\$100,000	90	Jesus Romero
2	Maria Bonilla Borrego	177.6%	\$177,620	\$100,000	79.9	Walter Icaza
3	Carlos Navas	174.0%	\$173,969	\$100,000	94	Quintero-Vidal

## TOP LATINO MARKET REGIONAL GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Daniel Pacheco	330.6%	\$667,369	\$154,985	86.5	Beto Quintero
2	Carmen Pena Guedez	110.0%	\$210,034	\$100,000	81.0	Jesus Romero
3	Taleb Jammoul Hajali	78.9%	\$265,052	\$148,178	78.3	Walter Icaza





**1**  
JUSTIN DUNBAR  
CORTLAND, OH



**2**  
MICHAEL GRUDZIEN  
AVON, OH



**3**  
DAMIAN WOODS  
RIDGEFIELD, WA



**4**  
ANTHONY RUGGIERO  
BRECKSVILLE, OH



**5**  
TOMLIN DOUGLAS  
EDISON, NJ



**6**  
HENRY HOLLAND  
WILMINGTON, MA



**7**  
ALEX CHO  
CLEVELAND, OH



**8**  
COLE BRAMHALL  
ELYRIA, OH



**9**  
GARRETT AMORA  
CONROE, TX



**10**  
ALEXIS HAWKINS  
WEXFORD, PA



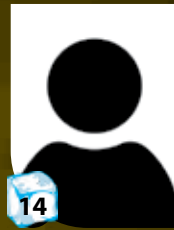
**11**  
ZAYD ALWAWI  
LOMBARD, IL



**12**  
CARLOS VASQUEZ  
WILLOUGHBY, OH



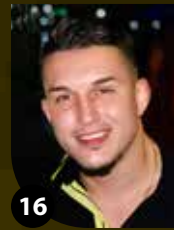
**13**  
ASHLEY APPLON  
FORT WORTH, TX



**14**  
GREGORY CRIBLEY  
WARREN, OH



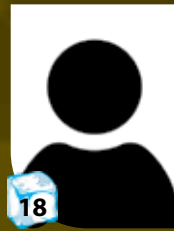
**15**  
DANIELLE SANTOS  
DIAMOND BAR, CA



**16**  
FRANKO BILBILI  
FORT MYERS, FL



**17**  
EDON NEVZADI  
CLEVELAND, OH



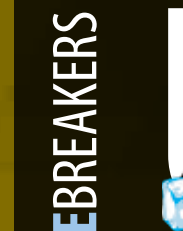
**18**  
ARMANI ABREU  
ALTAMONTE SPRINGS, FL



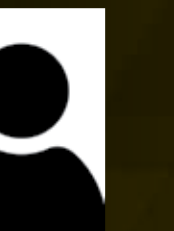
**19**  
BRANDON HANKS  
FORNEY, TX



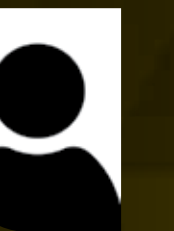
**20**  
MIGUEL MARQUINA  
CINCINNATI, OH



**ICEBREAKERS**  
MICHAEL KAMPFER  
NEW MIDDLETOWN, OH



MICHAEL RAY  
BARRINGTON, IL



JENNIFER TERIFE MEDINA  
LONG BEACH, CA

## MAY

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Justin Dunbar	\$72,855	95		Andi Iftiu	AO
2	Michael Grudzien	\$38,451	89		Andi Iftiu	AO
3	Damian Woods	\$36,288		80.3	Carrington Hanna	AO
4	Anthony Ruggiero	\$34,952	96		Bledar Bane	AO
5	Tomlin Douglas	\$32,998	94		Juan Leonardo	Giglione-Ackerman
6	Henry Holland	\$32,930	93		Alexandra Berberich	Albert Serur
7	Alex Cho	\$30,823	90		Andi Iftiu	AO
8	Cole Bramhall	\$28,849	100		Andi Iftiu	AO
9	Garrett Amora	\$28,669	87		Mathew Kahwaji	AO
10	Alexis Hawkins	\$27,798	93		Justin Adams	Simon Arias
11	Zayd Alwawi	\$27,193	96		Brandon Gamagami	Arias-Dlabik
12	Carlos Vasquez	\$26,854	100		Andi Iftiu	AO
13	Ashley Applon	\$25,382	95		Mitzi Holmes	Washington-Washington
14	Gregory Cribley	\$25,368	100		Andi Iftiu	AO
15	Danielle Santos	\$24,703	93		Ashlynn Orng	AO
16	Franko Bilbili	\$24,071		90.7	Arif Hajro	AO
17	Edon Nevzadi	\$23,514	92		Arif Hajro	AO
18	Armani Abreu	\$23,513	96		Sean Taylor	Henderson-Locker
19	Brandon Hanks	\$23,352	100		Eno Iftiu	AO
20	Miguel Marquina	\$22,740	97		Alexander Gomez	Kevin Holtz
21	Carol Fernandez	\$21,332	96		Carol Fernandez	Sergio Carta
22	Michael Kampfer	\$21,125	100		Andi Iftiu	AO
23	Michael Ray	\$21,037	100		Donald Lewis	Sabrina Lloyd
24	Jennifer Terife Medina	\$21,031	93		Carol Fernandez	Sergio Carta
25	Montzer Alwatan	\$21,015	96		Joseph Gojcaj	AO
26	Billie Beverley	\$20,964	89		Billie Beverley	Rachel Brown
27	Ileana Navarro Dorantes	\$20,898	99		Kamal Tayyib	Andrew McQuade
28	Jeremy Bruce	\$20,741	94		Andi Iftiu	AO
29	Brianna Baker	\$20,446	91		Ryne Morozowski	Tom Williams
30	Edee Yuen	\$20,336	93		Blake Higuchi	AO
31	Marvin Toma	\$20,135	98		Mark Dushaj	AO
32	Noel Espinosa Lacarrere	\$19,930	100		Maria Bonilla Borrego	Walter Icaza
33	Melena Costello	\$19,836	97		Sean Taylor	Henderson-Locker
34	Kolin Delija	\$19,617	100		Andi Iftiu	AO
35	Lawrence Lavarez	\$19,183	93		Zach Otto	Sabrina Lloyd
36	Pablo Castro Gaulet	\$19,016		89.8	Carol Fernandez	Sergio Carta
37	Bradley Sullivan	\$18,962	93			Satti-Kanaan-Wheeler
38	Verna Willbur	\$18,875	91		Dianka Blash	AO
39	Parker Powers	\$18,857	98		Clayton Slaughter	Michael Vasu
40	Andrew Britton	\$18,784	100		Jake Kim	AO
41	Kevin Swiatek	\$18,650	98		Robert Jackson	Arias-Dlabik
42	Ruth Molloy	\$18,614	98		Arif Hajro	AO
43	Danielle Wilder	\$18,598	100		Luis Luna Rodriguez	AO
44	Brian Colarusso	\$18,549	99		Spencer Kozej	Simon Arias
45	Danielle Shelp	\$18,538	97		Noe Perez	Saavedra-Longino
46	Aaron Chan	\$18,523	100		Bobby Gujral	AO
47	Jasmine Leon	\$18,467	100		Mark Neilson	AO
48	Marvin Bolden	\$18,267		76.6	Eno Iftiu	AO
49	Harrison Trager	\$18,229	94		Joshua Hosenbold	Henderson-Locker
50	Torian Fields	\$18,099	91		Ashley Rust	AO

## YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Franko Bilbili	\$306,913		90.7	Arif Hajro	AO
*2	Alexus Hawkins	\$168,398	93		Justin Adams	Simon Arias
*3	Nicholas Llewellyn	\$148,931	91		Mario Hajro	AO
*4	Austin Timmons	\$146,672	96		Nick Scordos	AO
*5	Hussein Kutkut	\$143,880	90		Andi Iftiu	AO
*6	Damian Woods	\$139,830		80.3	Carrington Hanna	AO
*7	Alex Cho	\$135,384	90		Andi Iftiu	AO
*8	Anthony Ruggiero	\$129,084	96		Bledar Bane	AO
*9	Edon Nevzadi	\$119,562	92		Arif Hajro	AO
*10	Montzer Alwatan	\$118,267	96		Joseph Gojcaj	AO
11	Ashley Applon	\$115,953	95		Mitzi Holmes	Washington-Washington
12	Diana Cruz	\$113,816	94		Chilynn Acevedo	Fisher-Zuzick
13	Carol Fernandez	\$113,091	96		Carol Fernandez	Sergio Carta
14	Crystal Mekdarasack	\$112,749	91		Ashlynn Orng	AO
15	Tomlin Douglas	\$112,192	94		Juan Leonardo	Giglione-Ackerman
16	Alex Tran	\$111,188	87		Braydon Cameron	Simon Arias
17	Sebastian Frydenberg	\$105,472	96		Sean Taylor	Henderson-Locker
18	Christina Konstanzer	\$105,426		83.8	Joseph Crivelli	Simon Arias
19	Brandon Freeman	\$101,689		83.7	Tristan Smith	Simon Arias
20	Ali Saad	\$100,717	91		Joseph Gojcaj	AO
21	Michael Grudzien	\$98,612	89		Andi Iftiu	AO
22	Pablo Castro Gaulet	\$93,716		89.8	Carol Fernandez	Sergio Carta
23	Patrice Charles	\$91,601		85.4	Shereen Catalano	Simon Arias
24	Timothy Stone	\$90,461	88		Weena Centeno-Wade	Greg Graham
25	Bradley Sullivan	\$88,531	93			Satti-Kanaan-Wheeler
26	Connor Koy	\$86,894		80.1	Alexander Gomez	Kevin Holtz
27	Carissa Saad	\$86,536	99		Arturo Romero	S-S-Parks-Salvaggi
28	Justin Haisha	\$84,260	84		Mark Dushaj	AO
29	Adrian Horsham	\$83,687	93		Chad McLaughlin	Henderson-Locker
30	Alexander Pham	\$83,577		80.1	Alan Sedaghat	AO
31	John Duhe	\$83,352	97		Carrington Hanna	AO
32	Tayari Otis	\$83,340	88		Joshua Hosenbold	Henderson-Locker
33	Billie Beverley	\$82,499	89		Billie Beverley	Rachel Brown
34	Michael Chapman	\$81,555	94		Steven King	Darcy Schrieber
35	Torian Fields	\$80,711	91		Ashley Rust	AO
36	Edward Tiongson	\$79,930	93		Sean Taylor	Henderson-Locker
37	Michael Dejesus	\$79,851		81.5	Bruno Nuro	AO
38	Juneth Zambrano De Grasso	\$78,267	90		Augusto Arango	Jesus Romero
39	April Ross	\$77,830		90.7	Brandon Minor	AO
40	Sergio Hernandez	\$76,657	90		Joshua Hosenbold	Henderson-Locker
41	David Gallagher	\$76,217		84.3	Bledar Bane	AO
42	Mohammed Majali	\$75,095	90		Javier Diaz	Henderson-Locker
43	Luis Holguin-Juarez	\$73,980	90		Andi Iftiu	AO
44	Justin Dunbar	\$72,855	95		Andi Iftiu	AO
45	Daulton Butler	\$71,094	97		Andi Iftiu	AO
46	Leonard Pataca	\$70,927		93.4	Mark Dushaj	AO
47	Joseph Sciria	\$69,599	87		Derek Foore	S-S-Parks-Salvaggi
48	Marquies Price	\$69,560	89		Arturo Romero	S-S-Parks-Salvaggi
49	Ethan Tolbert	\$69,364	94		Steven King	Darcy Schrieber
50	Troy Henderson	\$68,711		80.2	William Thomas	S-S-Parks-Salvaggi

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.

TPC = 2023 Top Producer Council Member

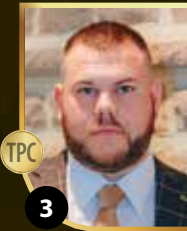




**1**  
DANIEL PARAVISINI  
GRANDVIEW, MO



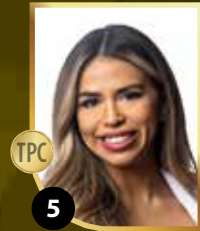
**2**  
FIRAT UCAR  
CANFIELD, OH



**3**  
JOSHUA DISHONG  
COLUMBUS, OH



**4**  
OLEG NOVITCHII  
BRUNSWICK, OH



**5**  
CARMEN ARROYO  
LONG ISLAND CITY, NY



**6**  
KEVIN ISHIKANE  
KAPOLEI, HI



**7**  
ABRAHAM MOGILEVSKY  
DULUTH, GA



**8**  
MICHELE STEWART  
SAN DIEGO, CA



**9**  
EDWARD LEON  
BRUCE TOWNSHIP, MI



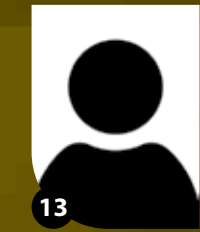
**10**  
LAMINE DIAKHATE  
HALIFAX, NS



**11**  
CHARLES NACOVSKY  
EDISON, NJ



**12**  
KELECHI ANELE  
WINNIPEG, MB



**13**  
AMANDA LUSTBADER  
EDISON, NJ



**14**  
MUHAMMED ASHRAF  
LONG ISLAND CITY, NY



**15**  
BROCK LAMPEE  
PHOENIX, AZ



**16**  
BRANDON BENNETT  
WEXFORD, PA



**17**  
MARSHALL FERNANDEZ  
RED DEER, AB



**18**  
OLUDOYIN OMOLAJA  
INDIANAPOLIS, IN



**19**  
JOSHUA ELKINS  
COLUMBUS, OH



**20**  
JULIE APRAHAMIAN  
BRUNSWICK, OH

## MAY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Daniel Paravisini	\$227,700	91.6	Daniel Li	AO
2	Firat Ucar	\$125,880	88.8	Bledar Bane	AO
3	Joshua Dishong	\$78,735	81.5	Joshua Dishong	S-S-Bendure-Hartwig
4	Oleg Novitchii	\$50,438	82.6	Oleg Novitchii	S-S-Parks-Salvaggi
5	Carmen Arroyo	\$39,197	86.7	Carmen Arroyo	Theodore Pappas
6	Kevin Ishikane	\$37,655	94.5	Blake Higuchi	AO
7	Abraham Mogilevsky	\$37,256	84.1	Tami Chaimov	Jamison Weatherspoon
8	Michele Stewart	\$33,512	78.8	Mathew Kahwaji	AO
9	Edward Leon	\$32,272	83.4	Mark Dushaj	AO
10	Lamine Diakhate	\$32,187	89.5		Satti-Kanaan-Wheeler
11	Charles Nacovsky	\$31,153	84.9	Francesca Veltri	Giglione-Ackerman
12	Kelechi Anele	\$31,059	75.5	Kelechi Anele	AO
13	Amanda Lustbader	\$30,123	83.8	Magda Figueiredo	Giglione-Ackerman
14	Muhammed Ashraf	\$30,107	91.3	Muhammed Ashraf	Theodore Pappas
15	Brock Lampee	\$29,991	86.9	Dustin Dunbar	AO
16	Brandon Bennett	\$29,071	87.1	Brandon Bennett	Simon Arias
17	Marshall Fernandez	\$28,313	83.5	Marshall Fernandez	AO
18	Oludoyin Omolaja	\$28,072	82.6		Phillip Waisman
19	Joshua Elkins	\$27,929	78.7	Travis Picklesimer	S-S-Bendure-Hartwig
20	Julie Aprahamian	\$26,274	95.6	Matthw Conrad	S-S-Parks-Salvaggi
21	Matthew Lehman	\$25,846	95.0	Danny Juskiw	S-S-Bendure-Hartwig
22	Bryan Stoddard	\$25,697	86.7		Josh West
23	Michael Valent	\$25,059	79.8	Evan Stewart	Simon Arias
24	Lily Sakai	\$24,795	89.1		Cohen-Velasquez
25	Michael van Delft	\$24,783	85.7		Satti-Kanaan-Wheeler
26	Mariana Morales	\$24,742	78.7	Danny Souri	Sabrina Lloyd
27	Kristi Basho	\$24,675	90.0	Kristi Basho	AO
28	Alvin Ali	\$24,512	88.8		Andrew McQuade
29	Max Quasem	\$23,875	89.7		Cohen-Velasquez
30	Roger Fung	\$23,762	80.7	Roger Fung	Mathew Hart
31	Andrea Laurent	\$23,558	81.3	Justin Adams	Simon Arias
32	Michael Ellis	\$23,513	85.3	Michael Ellis	AO
33	Kurt Evans	\$23,304	92.6	Kurt Evans	Josh West
34	Joel Trask	\$23,296	83.7		Satti-Kanaan-Wheeler
35	Carrington Hanna	\$23,169	86.7	Eno Iftiu	AO
36	Meenakshi Chavis	\$22,691	80.4		Andrew McQuade
37	Arturo Romero	\$22,691	83.9	Arturo Romero	S-S-Parks-Salvaggi
38	Giorgi Gogidze	\$22,311	94.2	Giorgi Gogidze	Albert Serur
39	Adam Kidikas	\$22,227	91.0	Adam Kidikas	Josh West
40	DeAnthony Hartman	\$22,056	80.9		Darcy Schrieber
41	Jeanneliza Solis	\$22,010	77.7	Sarah Saleim	AO
42	Hecy Rivas	\$21,994	94.0	Sabrina Agostini	AO
43	Trevor Bailey	\$21,898	85.9		Satti-Kanaan-Wheeler
44	Omar Hashimi	\$21,816	89.8	Paul Samra	Andrew McQuade
45	Aref Sayegh	\$21,648	92.4		Satti-Kanaan-Wheeler
46	Mama Atetu	\$21,580	86.7	Alipate Makau	Steve Friedlander
47	Alipate Makau	\$21,230	89.4	Alipate Makau	Steve Friedlander
48	Khadijah Muhammad	\$21,183	82.3	Khadijah Muhammad	AO
49	Natalia Beltran Hernandez	\$21,095	91.1	Tichina Houghton	Michael Musso
50	Blair Sheppard	\$20,817	84.8	Brandon Summerton	AO

ALL TIME RECORD: \$313,990 Net ALP — DANIEL PARAVISINI

## YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Firat Ucar	\$688,910	88.8	Bledar Bane	AO
*2	Daniel Paravisini	\$660,749	91.6	Daniel Li	AO
*3	Joshua Dishong	\$329,662	81.5	Joshua Dishong	S-S-Bendure-Hartwig
*4	Marshall Fernandez	\$303,761	83.5	Marshall Fernandez	AO
*5	Carmen Arroyo	\$277,917	86.7	Carmen Arroyo	Theodore Pappas
*6	Nikolla Lulgjuraj	\$244,982	91.4	Mark Dushaj	AO
*7	Oleg Novitchii	\$241,676	82.6	Oleg Novitchii	S-S-Parks-Salvaggi
*8	Salaur Khorrani	\$211,827	83.2	Zackarea Hakim	AO
*9	Roger Fung	\$205,180	80.7	Roger Fung	Mathew Hart
*10	Scott Whitford	\$200,080	82.8	Alberto Alcalá	Ryan Bisanz
11	Kristi Basho	\$198,703	90.0	Kristi Basho	AO
12	Ervin Metaj	\$194,436	80.0	Taulant Bane	AO
13	Brandon Bennett	\$191,836	87.1	Brandon Bennett	Simon Arias
14	Michael van Delft	\$184,797	85.7		Satti-Kanaan-Wheeler
15	Muhammed Ashraf	\$178,721	91.3	Muhammed Ashraf	Theodore Pappas
16	Ian Pickett	\$173,318	86.1	Bobby Gujral	AO
17	Abraham Mogilevsky	\$171,986	84.1	Tami Chaimov	Jamison Weatherspoon
18	Meenakshi Chavis	\$169,222	80.4		Andrew McQuade
19	Kevin Musai	\$164,613	95.8	Andi Iftiu	AO
20	Alvin Ali	\$163,292	88.8		Andrew McQuade
21	Kevin Ishikane	\$163,247	94.5	Blake Higuchi	AO
22	Silas Merkel	\$161,118	89.3	Derek Foore	S-S-Parks-Salvaggi
23	Aaron Ebel	\$156,944	91.8	Arif Hajro	AO
24	Rea Lynch	\$156,279	83.0	Rea Lynch	AO
25	Serge Brouillette	\$155,442	80.7	Serge Brouillette	AO
26	Damaris Trejo	\$155,047	75.2	Zach Otto	Sabrina Lloyd
27	Arđian Gojcaj	\$153,390	85.4	Mark Dushaj	AO
28	Michele Stewart	\$150,090	78.8	Mathew Kahwaji	AO
29	Lily Sakai	\$149,902	89.1		Cohen-Velasquez
30	Damon Stroup	\$149,007	80.9		Mathew Hart
31	Arturo Romero	\$146,432	83.9	Arturo Romero	S-S-Parks-Salvaggi
32	Jihad Ottallah	\$145,285	85.9	Matthw Conrad	S-S-Parks-Salvaggi
33	Blair Sheppard	\$143,818	84.8	Brandon Summerton	AO
34	Aref Sayegh	\$140,276	92.4		Satti-Kanaan-Wheeler
35	Alexandra Longo	\$136,755	89.3	Alexandra Longo	Hart-Lewicki
36	Ashley Mysza	\$136,325	84.9	Matthew Hunsberger	Tommy Vena
37	Alon Barnur	\$136,125	98.0	Alon Barnur	AO
38	Dillon Zartman	\$129,495	84.7	Dillon Zartman	S-S-Bendure-Hartwig
39	Bruno Nuro	\$129,455	87.0	Taulant Bane	AO
40	Andrea Laurent	\$126,831	81.3	Justin Adams	Simon Arias
41	Joey Kennedy	\$126,573	88.1	Bobby Hamilton	AO
42	Justin Neal	\$126,457	81.6	Mathew Kahwaji	AO
43	Nick Scordos	\$126,250	87.8	Nick Scordos	AO
44	Dmitry Pendro	\$125,710	84.4	Joseph Crivelli	Simon Arias
45	Michael Ellis	\$125,147	85.3	Michael Ellis	AO
46	Massoud Vaziri	\$124,928	85.3	Massoud Vaziri	AO
47	Joel Trask	\$124,073	83.7		Satti-Kanaan-Wheeler
48	Bryan Juskiw	\$123,928	85.7	Bryan Juskiw	S-S-Bendure-Hartwig
49	Panaris Bregu	\$121,767	93.5	Andi Iftiu	AO
50	Michael Valent	\$119,527	79.8	Evan Stewart	Simon Arias

ALL TIME RECORD: \$1,362,471 Net ALP — DANIEL PARAVISINI

LIFETIME RECORD: \$5,328,157 Net ALP — JOSHUA DISHONG 05/31/23



# SUPERVISING AGENTS



**1**  
CRYSTAL MEKDARASACK  
MERIDIAN, ID



**2**  
KELLY JONES  
ALTAMONTE SPRINGS, FL



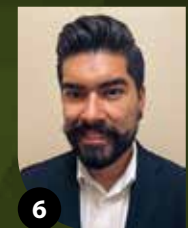
**3**  
MONTZER ALWATAN  
SOUTHGATE, MI



**4**  
ISAIAH TOWNSEND  
BRAINTREE, MA



**5**  
JUSTIN HAISHA  
STERLING HEIGHT, MI



**6**  
MARIO LOZOYA  
BARRINGTON, IL



**7**  
DAULTON BUTLER  
MAINEVILLE, OH



**8**  
VAUGHN GRAY  
ALEXANDRIA, VA



**9**  
ALEX CHO  
CLEVELAND, OH



**10**  
JEREMY BRUCE  
SYLVANIA, OH

## MAY

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Crystal Mekdarasack	\$67,948	\$67,948	88	Ashlynn Orng	AO
2	Kelly Jones	\$58,343	\$67,529	95	Joshua Hosenbold	Henderson-Locker
3	Montzer Alwatan	\$56,359	\$56,359	91	Joseph Gojcaj	AO
4	Isaiah Townsend	\$54,956	\$58,486	98	Joseph Michelin	Fisher-Hall
5	Justin Haisha	\$39,287	\$39,287	95	Mark Dushaj	AO
6	Mario Lozoya	\$38,563	\$45,895	84	Michael Jang	Sabrina Lloyd
7	Daulton Butler	\$36,712	\$37,468	90	Andi Iftiu	AO
8	Vaughn Gray	\$33,136	\$47,228	96	Eno Iftiu	AO
9	Alex Cho	\$31,512	\$28,751	87	Andi Iftiu	AO
10	Jeremy Bruce	\$28,849	\$35,985	100	Andi Iftiu	AO
11	Tyler Lala	\$28,539	\$36,388	96	Spencer Kozej	Simon Arias
12	Shakresha Parhams	\$27,970	\$33,083	97	Mitzi Holmes	Washington-Washington
13	Luis Alvarez	\$27,097	\$34,206	91	Alejandra Larez Morales	Jesus Romero
14	Luisana Atacho Chirinos	\$25,484	\$30,238	95	Fernando Coiran	Jesus Romero
15	Kyle Ocuppe	\$24,889	\$32,900	95	Parveen Lakhani	Sabrina Lloyd
16	Fatou Vrushu	\$23,287	\$26,914	97	Andi Iftiu	AO
17	Ethan Tolbert	\$21,546	\$58,355	93	Steven King	Darcy Schrieber
18	Elizabeth Contreras	\$21,136	\$24,368	93	Carlos Navas	Quintero-Vidal
19	Garrett Amora	\$19,833	\$45,451	90	Mathew Kahwaji	AO
20	Trentan Stamm	\$18,953	\$28,584	93	Jonathan Conner	Michael Vasu

ALL TIME RECORDS: \$192,431 1st 6 Mo Agt — MORGAN EVANS | \$195,384 Net ALP — LINO STRUSSIONE

# GENERAL AGENTS



**1**  
TYLER LAN  
LAKEWOOD, CA



**2**  
MOHAMED ALJAHMI  
DEARBORN, MI



**3**  
ASHLEY APPLON  
FORT WORTH, TX



**4**  
JORDAN BROWN  
ALTAMONTE SPRINGS, FL



**5**  
MICHELE STEWART  
SAN DIEGO, CA



**6**  
JUSTIN NEAL  
WADSWORTH, OH



**7**  
ANA MACHADO RODRIGUEZ  
ORLANDO, FL



**8**  
LUIS ALMAGUER  
HOUSTON, TX



**9**  
TYLER MCKNIGHT  
MERIDIAN, ID



**10**  
NELSON SUCRE  
LONG BEACH, CA

## MAY

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Tyler Lan	\$105,201	\$114,585	88	Ashlynn Orng	AO
2	Mohamed Aljahmi	\$84,876	\$126,877	92	Joseph Gojcaj	AO
3	Ashley Applon	\$77,140	\$106,860	98	Mitzi Holmes	Washington-Washington
4	Jordan Brown	\$67,529	\$76,466	97	Joshua Hosenbold	Henderson-Locker
5	Michele Stewart	\$54,679	\$121,542	85	Eno Iftiu	AO
6	Justin Neal	\$48,503	\$71,216	93	Mathew Kahwaji	AO
7	Ana Machado Rodriguez	\$46,542	\$66,416	98	Carlos Navas	Quintero-Vidal
8	Luis Almaguer	\$45,008	\$45,861	99	Clayton Slaughter	Michael Vasu
9	Tyler McKnight	\$44,706	\$70,354	79.9	Mark Neilson	AO
10	Nelson Sucre	\$44,465	\$87,671	92	Carol Fernandez	Sergio Carta
11	Christopher Montoni	\$41,362	\$55,283	90	Ian Zollos	S-S-Parks-Salvaggi
12	Nicholas Opacian	\$40,866	\$57,198	95	Nathan Frahm	Arias-Dlabik
13	Blaine Fuller	\$38,664	\$38,664	90	Joseph Tomanovich	AO
14	Alejandro Jardon	\$38,274	\$50,467	93	Parveen Lakhani	Sabrina Lloyd
15	Zakaria Elgahmi	\$35,826	\$76,918	93	Steven King	Darcy Schrieber
16	Alex Jankowski	\$35,108	\$96,182	88	Jonathan Rindt	Simon Arias
17	Nicholas Beyer	\$34,558	\$85,804	98	Zach Otto	Sabrina Lloyd
18	Torian Fields	\$34,127	\$34,127	94	Ashley Rust	AO
19	Joshua Butrey	\$33,014	\$54,393	90	Ian Zollos	S-S-Parks-Salvaggi
20	Brady Basinger	\$32,988	\$56,599	90	Nicholas Chuma	S-S-Bendure-Hartwig

ALL TIME RECORDS: \$393,567 1st 6 Mo Agt — MEGAN JOHNSON | \$437,263 Net ALP — MEGAN JOHNSON

## YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Mohamed Aljahmi	\$471,835	\$610,111	92	Joseph Gojcaj	AO
*2	Tyler Lan	\$365,097	\$507,843	88	Ashlynn Orng	AO
*3	Zakaria Elgahmi	\$294,515	\$497,459	93	Steven King	Darcy Schrieber
*4	Christopher Montoni	\$274,327	\$339,920	90	Ian Zollos	S-S-Parks-Salvaggi
*5	Joshua Butrey	\$208,160	\$299,369	90	Ian Zollos	S-S-Parks-Salvaggi
6	Michele Stewart	\$166,384	\$400,731	85	Eno Iftiu	AO
7	Alejandro Jardon	\$157,942	\$210,817	93	Parveen Lakhani	Sabrina Lloyd
8	Nicole Bolognesi	\$154,203	\$191,841	83.5	Jorge Toribio	Theodore Pappas
9	Alex Jankowski	\$149,926	\$331,583	88	Jonathan Rindt	Simon Arias
10	Damaris Trejo	\$148,119	\$366,423	90	Zach Otto	Sabrina Lloyd
11	Arthur Simpson	\$140,649	\$196,827	90	Steven Dell	Simon Arias
12	Jessica Yates	\$137,032	\$220,351	92	Phi Phan	Desi Dimitrova
13	Paola Asaro Avila	\$131,877	\$151,399	93	Aldo Ramirez Marinelli	Quintero-Vidal
14	Brady Basinger	\$131,045	\$234,885	90	Nicholas Chuma	S-S-Bendure-Hartwig
15	April Gibson	\$125,964	\$204,479	93	Priscilla Blanco	Desi Dimitrova
16	Jordan Brown	\$124,446	\$167,811	97	Joshua Hosenbold	Henderson-Locker
17	Ashley Applon	\$123,032	\$192,878	98	Mitzi Holmes	Washington-Washington
18	Samantha McComas	\$119,529	\$163,777	79.1	Joshua McTier	Matthew Turnquist
19	Tyler McKnight	\$118,200	\$309,850	79.9	Mark Neilson	AO
20	Nicholas Beyer	\$117,230	\$339,728	98	Zach Otto	Sabrina Lloyd

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,371,416 Net ALP — JOZEF TINAJ



## CATEGORIES I–XII



**ENO IFTIU**  
DELAWARE, OH



**CLAYTON SLAUGHTER**  
HOUSTON, TX



**STEVEN KING**  
TROY, MI



**TALEB JAMMOUL HAJALI**  
DORAL, FL



**MICHAEL MCKIERNAN**  
MESA, AZ



**MIKE PARAGIOU**  
CHESTERFIELD, MO



**WILLIAM THOMAS**  
BRUNSWICK, OH



**CHILYNN ACEVEDO**  
RIVERSIDE, RI



**TRAVIS PICKLESIMER**  
FAIRBORN, OH



**JAMES SODAN**  
MARLBOROUGH, MA



**TANNER WEST**  
HOUSTON, TX



**ALEXIS PINEIRO**  
LOS ANGELES, CA

CC = 2023 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I–XXI with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2023 Awards Presentation are the top MGA per category from Categories I–XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

### MAY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Eno Iftiu</b>	426.7%	\$685,858	\$130,207	83.4	AO	
Mark Dushaj	154.5%	\$399,519	\$157,012	84.3	AO	
Zach Otto	98.1%	\$279,812	\$141,258	83.3	Sabrina Lloyd	
<b>II Clayton Slaughter</b>	47.8%	\$115,831	\$78,370	82.9	Michael Vasu	
Jenny Kim	36.7%	\$125,767	\$92,018	83.4	AO	
<b>III Steven King</b>	223.7%	\$171,541	\$52,986	80.0	Darcy Schrieber	
Joseph Crivelli	175.5%	\$221,043	\$80,223	82.9	Simon Arias	
Spencer Kozej	124.1%	\$169,638	\$75,698	79.2	Simon Arias	
<b>IV Taleb Jammoul Hajali</b>	182.9%	\$182,470	\$64,499	77.0	Walter Icaza	
Bledar Bane	128.9%	\$181,390	\$79,243	86.4	AO	
Veronica Coval	91.6%	\$98,787	\$51,568	82.5	Fisher-Hall	
<b>V Michael McKiernan</b>	232.2%	\$66,435	\$20,000	75.2	AO	
Ian Zollos	177.9%	\$137,611	\$49,520	77.1	S-S-Parks-Salvaggi	
Jillian Getz	102.2%	\$69,751	\$34,504	81.2	AO	
<b>VI Mike Paragiou</b>	317.2%	\$92,506	\$22,173	85.7	S-S-Parks-Salvaggi	
Aaron Piotrowski	153.0%	\$134,312	\$53,085	79.5	Sabrina Lloyd	
Jonathan Rindt	145.2%	\$187,351	\$76,412	78.2	Simon Arias	
<b>VII William Thomas</b>	123.2%	\$58,752	\$26,323	78.1	S-S-Parks-Salvaggi	
Britton Costa	118.7%	\$43,736	\$20,000	80.7	Simon Arias	
Daniel Pacheco	104.8%	\$71,603	\$34,965	79.7	Beto Quintero	
<b>VIII Chilynn Acevedo</b>	248.4%	\$102,579	\$29,440	77.5	Fisher-Zuzick	
Steven Warner	82.0%	\$80,820	\$44,417	81.2	AO	
Phillip Rigoli	59.0%	\$77,315	\$48,639	80.1	Nick Moore	
<b>IX Travis Picklesimer</b>	156.8%	\$56,558	\$22,028	82.2	S-S-Bendure-Hartwig	
Nicholas Chuma	115.3%	\$156,848	\$72,858	82.1	S-S-Bendure-Hartwig	
Evan Donoghue	75.0%	\$53,186	\$30,398	82.4	Corey Neff	
<b>X James Sodan</b>	137.7%	\$59,428	\$25,001	82.1	Nick Moore	
Jake Yagjian	128.2%	\$45,647	\$20,000	81.5	Albert Serur	
Kade Beck	119.0%	\$64,270	\$29,345	79.2	Brian Schreiter	
<b>XI Tanner West</b>	153.2%	\$56,468	\$22,305	83.2	Michael Vasu	
John Santosuosso	67.7%	\$33,538	\$20,000	81.1	Brett Gryska	
Mayra Robles	46.3%	\$45,599	\$31,167	76.5	Michael Vasu	
<b>XII Alexis Pineiro</b>	183.4%	\$56,679	\$20,000	85.1	Cohen-Velasquez	
Kelly Schoenherr	116.1%	\$46,106	\$21,333	78.1	Philip Prata	
William Parmeter	113.6%	\$54,428	\$25,479	84.0	Brett Gryska	

ALL TIME RECORD: \$896,627 Net ALP — DAVID CARPENTER

### YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Zach Otto</b>	64.9%	\$1,356,659	\$822,548	83.3	Sabrina Lloyd	
Mark Dushaj	62.8%	\$3,372,858	\$2,072,275	84.3	AO	
Eno Iftiu	54.3%	\$2,190,359	\$1,419,453	83.4	AO	
<b>II Jenny Kim</b>	58.0%	\$789,557	\$499,839	83.4	AO	
Clayton Slaughter	51.2%	\$713,705	\$472,070	82.9	Michael Vasu	
Romal Omid	40.4%	\$483,395	\$344,403	77.0	Mathew Hart	
<b>III Steven King</b>	179.6%	\$938,293	\$335,637	80.0	Darcy Schrieber	
Joseph Crivelli	125.8%	\$1,551,577	\$687,053	82.9	Simon Arias	
Meaghan Krecsko	52.1%	\$541,035	\$355,731	85.3	AO	
<b>IV Bledar Bane</b>	255.0%	\$977,155	\$275,287	86.4	AO	
Taleb Jammoul Hajali	114.7%	\$758,847	\$353,389	77.0	Walter Icaza	
Jeffrey Espinal	47.5%	\$713,646	\$483,802	81.6	Theodore Pappas	
<b>V Ian Zollos</b>	108.7%	\$734,557	\$351,993	77.1	S-S-Parks-Salvaggi	
Phi Phan	40.7%	\$463,952	\$329,793	83.6	Desi Dimitrova	
Bobby Hamilton	30.2%	\$480,174	\$368,691	83.0	AO	
<b>VI Mike Paragiou</b>	177.4%	\$557,614	\$201,018	85.7	S-S-Parks-Salvaggi	
Aaron Piotrowski	127.0%	\$463,563	\$204,190	79.5	Sabrina Lloyd	
Jhanna Valerio Vivas	74.4%	\$489,716	\$280,730	82.5	Beto Quintero	
<b>VII Kevin Appasamy</b>	74.5%	\$326,898	\$187,376	84.7	AO	
William Thomas	73.2%	\$349,772	\$201,902	78.1	S-S-Parks-Salvaggi	
Daniel Pacheco	63.0%	\$354,562	\$217,534	79.7	Beto Quintero	
<b>VIII Chilynn Acevedo</b>	167.8%	\$533,529	\$199,214	77.5	Fisher-Zuzick	
Steven Warner	61.9%	\$429,190	\$265,161	81.2	AO	
Phillip Rigoli	37.2%	\$312,910	\$228,026	80.1	Nick Moore	
<b>IX Nicholas Chuma</b>	90.0%	\$946,772	\$498,387	82.1	S-S-Bendure-Hartwig	
Melinda-Rae Lyse	40.8%	\$361,029	\$256,441	84.9	AO	
Matthew Ward	35.5%	\$297,425	\$219,541	85.2	Josh West	
<b>X Joshua Jackson</b>	130.5%	\$454,588	\$197,224	75.5	Brian Schreiter	
James Sodan	112.6%	\$346,334	\$162,919	82.1	Nick Moore	
Justin Adams	105.8%	\$468,629	\$227,706	79.4	Simon Arias	
<b>XI Tanner West</b>	130.5%	\$306,520	\$132,956	83.2	Michael Vasu	
Mayra Robles	120.4%	\$268,051	\$121,608	76.5	Michael Vasu	
Jessica Kay	46.7%	\$212,375	\$144,808	79.5	Jamison Weatherspoon	
<b>XII Brandon Hughes</b>	119.7%	\$389,713	\$177,364	85.1	AO	
Kelly Schoenherr	81.5%	\$357,484	\$197,014	78.1	Philip Prata	
William Parmeter	62.4%	\$331,176	\$203,988	84.0	Brett Gryska	

ALL TIME RECORD: \$4,654,183 Net ALP — ENO IFTIU



## CATEGORIES XIII-XXI & ROOKIE



**XIII**  
**MATTHEW MCDOWELL**  
RAPID CITY, SD



**XIV**  
**MATTHEW HUDLIN**  
BRAINTREE, MA



**XV**  
**FRANCESCA VELTRI**  
EDISON, NJ



**XVI**  
**JUSTIN MASKA**  
LOMBARD, IL



**XVII**  
**CARMEN PENA GUEDEZ**  
HOUSTON, TX



**XVIII**  
**COREY HELLY**  
EDISON, NJ



**XIX**  
**STEPHEN BOWEN**  
LAS VEGAS, NV



**XX**  
**KINGSLEY IBEH**  
PHOENIX, AZ



**XXI**  
**TAULANT BANE**  
MIAMI, FL



**Rookie**

**ANDI IFTIU**  
DELAWARE, OH

### MAY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>XIII Matthew McDowell</b>	<b>135.9%</b>	<b>\$47,187</b>	<b>\$20,000</b>	<b>80.6</b>	<b>AO</b>	
Magda Figueiredo	114.6%	\$77,073	\$35,912	80.8	Giglione-Ackerman	
Caritza Rojas	114.3%	\$44,890	\$20,946	89.6	Beto Quintero	
<b>XIV Matthew Hudlin</b>	<b>337.5%</b>	<b>\$108,299</b>	<b>\$24,755</b>	<b>78.0</b>	<b>Fisher-Hall</b>	
Tucker Gregor	166.3%	\$67,368	\$25,301	82.9	West-Moody	
Chase Miller	162.2%	\$52,443	\$20,000	76.5	S-S-Bendure-Hartwig	
<b>XV Francesca Veltri</b>	<b>248.6%</b>	<b>\$93,508</b>	<b>\$26,823</b>	<b>87.3</b>	<b>Giglione-Ackerman</b>	
Samuel Artzis	126.3%	\$45,250	\$20,000	80.8	AO-Lorence	
Venus Grier	108.6%	\$41,719	\$20,000	78.2	Pappas-Akuamo	
<b>XVI Justin Maska</b>	<b>617.1%</b>	<b>\$143,425</b>	<b>\$20,000</b>	<b>77.2</b>	<b>Arias-Dlabik</b>	
Mark Bernsdorff	207.6%	\$80,313	\$26,112	76.1	Simon Arias	
Ryan Slone	188.0%	\$57,603	\$20,000	84.6	Albert Serur	
<b>XVII Carmen Pena Guede</b>	<b>215.5%</b>	<b>\$75,755</b>	<b>\$24,011</b>	<b>87.6</b>	<b>Jesus Romero</b>	
Adam Kidikas	176.4%	\$55,281	\$20,000	91.0	Josh West	
Muzit Berhe	125.3%	\$47,081	\$20,901	82.6	Jamison Weatherspoon	
<b>XVIII Corey Helly</b>	<b>403.9%</b>	<b>\$100,775</b>	<b>\$20,000</b>	<b>83.5</b>	<b>Giglione-Ackerman</b>	
Robin Gonzalez	342.7%	\$88,542	\$20,000	81.0	Phillip Waisman	
Stuart Pagan	234.8%	\$66,953	\$20,000	83.3	Mathew Hart	
<b>XIX Stephen Bowen</b>	<b>150.7%</b>	<b>\$50,132</b>	<b>\$20,000</b>	<b>75.4</b>	<b>AO</b>	
Mark Lomonaco	71.2%	\$37,689	\$22,018	79.0	AO	
Taurean Flournoy	57.9%	\$31,590	\$20,000	77.7	Weatherspoon-Harris	
<b>XX Kingsley Ibeh</b>	<b>22.6%</b>	<b>\$24,525</b>	<b>\$20,000</b>	<b>77.9</b>	<b>AO</b>	
James Marks	16.6%	\$23,320	\$20,000	87.6	Simon Arias	
<b>XXI Taulant Bane</b>	<b>208.6%</b>	<b>\$61,728</b>	<b>\$20,000</b>	<b>83.4</b>	<b>AO</b>	
Jorge Caridad	52.8%	\$30,550	\$20,000	82.1	Zaida Ferrer	

ALL TIME RECORD: \$896,627 Net ALP — DAVID CARPENTER

### MAY ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
<b>Rookie Andi Iftiu</b>	<b>772.5%</b>	<b>\$154,501</b>	<b>\$20,000</b>	<b>262,167</b>	<b>87.9</b>	<b>AO</b>	
Javier Diaz	538.0%	\$107,597	\$20,000	131,600	95	Henderson-Locker	
Sean Taylor	511.1%	\$102,210	\$20,000	105,207	81.0	Henderson-Locker	
Robert Hepler	498.5%	\$99,691	\$20,000	106,629	89	Washington-Washington	
Mitzi Holmes	470.2%	\$94,035	\$20,000	95,719	92	Washington-Washington	
Joseph Michelin	332.0%	\$66,399	\$20,000	81,662	86.7	Fisher-Hall	
Maria Bonilla Borrego	310.1%	\$62,013	\$20,000	73,937	79.9	Walter Icaza	
Nathan Frahm	304.8%	\$60,961	\$20,000	74,720	92	Arias-Dlabik	
Ryan Martin	290.5%	\$58,098	\$20,000	93,095	84.7	Nick Moore	
Jose Heredia	247.6%	\$49,514	\$20,000	60,002	90	Jesus Romero	

### YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>XIII Matthew McDowell</b>	<b>122.9%</b>	<b>\$265,726</b>	<b>\$119,232</b>	<b>80.6</b>	<b>AO</b>	
Caritza Rojas	110.5%	\$249,889	\$118,720	89.6	Beto Quintero	
Priscilla Blanco	87.8%	\$284,630	\$151,584	86.3	Desi Dimitrova	
<b>XIV Ross Ewen</b>	<b>98.0%</b>	<b>\$257,797</b>	<b>\$130,222</b>	<b>80.1</b>	<b>Kevin Holtz</b>	
Matthew Hudlin	93.0%	\$303,632	\$157,335	78.0	Fisher-Hall	
Bruno Nuro	92.7%	\$296,735	\$153,978	81.3	AO	
<b>XV Johnny Ly</b>	<b>168.2%</b>	<b>\$268,194</b>	<b>\$100,000</b>	<b>78.7</b>	<b>Giglione-Ackerman</b>	
Abigail Luna Rodriguez	133.5%	\$282,989	\$121,189	83.4	AO	
Samuel Artzis	80.9%	\$192,856	\$106,608	80.8	AO-Lorence	
<b>XVI Justin Maska</b>	<b>361.1%</b>	<b>\$461,116</b>	<b>\$100,000</b>	<b>77.2</b>	<b>Arias-Dlabik</b>	
Mark Bernsdorff	206.0%	\$341,015	\$111,461	76.1	Simon Arias	
Ryan Slone	119.4%	\$219,381	\$100,000	84.6	Albert Serur	
<b>XVII Carmen Pena Guede</b>	<b>142.2%</b>	<b>\$295,534</b>	<b>\$122,023</b>	<b>87.6</b>	<b>Jesus Romero</b>	
Adam Kidikas	141.8%	\$241,795	\$100,000	91.0	Josh West	
Omar Billy	119.3%	\$345,721	\$157,683	78.6	Jamison Weatherspoon	
<b>XVIII Corey Helly</b>	<b>354.8%</b>	<b>\$454,765</b>	<b>\$100,000</b>	<b>83.5</b>	<b>Giglione-Ackerman</b>	
Robin Gonzalez	200.9%	\$300,868	\$100,000	81.0	Phillip Waisman	
Stuart Pagan	192.6%	\$292,630	\$100,000	83.3	Mathew Hart	
<b>XIX Willie Cummings</b>	<b>95.8%</b>	<b>\$195,808</b>	<b>\$100,000</b>	<b>85.2</b>	<b>Andre Hawthorne</b>	
Stephen Bowen	75.6%	\$175,631	\$100,000	75.4	AO	
Lee Jeffers	34.8%	\$134,829	\$100,000	89.8	AO	
<b>XX Alexandra Graham</b>	<b>62.1%</b>	<b>\$162,126</b>	<b>\$100,000</b>	<b>82.3</b>	<b>Greg Graham</b>	
Kingsley Ibeh	39.3%	\$139,250	\$100,000	77.9	AO	
James Marks	26.3%	\$126,301	\$100,000	87.6	Simon Arias	
<b>XXI Taulant Bane</b>	<b>403.9%</b>	<b>\$503,859</b>	<b>\$100,000</b>	<b>83.4</b>	<b>AO</b>	
Mario Hajro	143.3%	\$243,261	\$100,000	81.9	AO	

ALL TIME RECORD: \$4,654,183 Net ALP — ENO IFTIU

### YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
<b>Rookie Robert Hepler</b>	<b>347.2%</b>	<b>\$347,173</b>	<b>\$100,000</b>	<b>377,655</b>	<b>89</b>	<b>Washington-Washington</b>	
Mitzi Holmes	323.9%	\$323,871	\$100,000	364,255	92	Washington-Washington	
Ryan Martin	321.2%	\$321,197	\$100,000	479,555	84.7	Nick Moore	
Javier Diaz	296.2%	\$296,209	\$100,000	464,849	95	Henderson-Locker	
Sean Taylor	289.7%	\$289,745	\$100,000	311,450	81.0	Henderson-Locker	
Andi Iftiu	256.4%	\$256,427	\$100,000	646,888	87.9	AO	
Joshua McTier	231.5%	\$231,549	\$100,000	326,432	77.6	Matthew Turnquist	
Nathan Frahm	214.5%	\$214,482	\$100,000	259,037	92	Arias-Dlabik	
Jordan Stelzer	195.6%	\$195,597	\$100,000	298,754	75.9	Matthew Turnquist	
Jose Heredia	193.6%	\$193,642	\$100,000	228,776	90	Jesus Romero	

LC = 2023 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I-XXI with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2023 Awards Presentation are the top MGA per category from Categories I-XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.



## CATEGORIES I–VIII



**MARIO HAJRO**  
SAN CLEMENTE, CA



**RYAN STENGLEIN**  
WAYZATA, MN



**CHRISTOPHER HINTZ**  
EDMONTON, AB



**CLAYTON SLAUGHTER**  
HOUSTON, TX



**DANIEL PACHECO**  
MIAMI, FL



**JAMES MARKS**  
WEXFORD, PA



**MARK DUSHAJ**  
WASHINGTON, MI



**ANDREW CHAMBERS**  
MIDDLETOWN, CT

LC = 2023 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Regional General Agents in Categories I–XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2023 Awards Presentation are the top RGA per category from Categories I–XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

## MAY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Mario Hajro</b>	<b>104.7%</b>	<b>\$608,127</b>	<b>\$297,101</b>		<b>83.9</b>	<b>AO</b>
Taulant Bane	53.2%	\$313,009	\$204,292		83.6	AO
Mark Neilson	44.2%	\$459,717	\$318,800		79.3	AO
<b>II Ryan Stenglein</b>	<b>368.6%</b>	<b>\$276,907</b>	<b>\$59,090</b>		<b>86.5</b>	<b>AO</b>
Eric Thompson	100.5%	\$203,475	\$101,482		79.6	S-S-Parks-Salvaggi
Brody Maughan-Evanson	67.9%	\$181,975	\$108,365		81.6	Simon Arias
<b>III Christopher Hintz</b>	<b>95.9%</b>	<b>\$72,536</b>	<b>\$37,019</b>		<b>85.0</b>	<b>AO</b>
David Carpenter	82.9%	\$141,570	\$77,411		77.3	AO
Zach Otto	37.7%	\$135,032	\$98,044		77.9	Sabrina Lloyd
<b>IV Clayton Slaughter</b>	<b>112.1%</b>	<b>\$123,812</b>	<b>\$58,368</b>		<b>79.1</b>	<b>Michael Vasu</b>
Chase Miller	52.0%	\$93,813	\$61,728		79.0	S-S-Bendure-Hartwig
Gabriela Sime	38.0%	\$136,230	\$98,705		78.6	Fisher-Zuzick
<b>V Daniel Pacheco</b>	<b>221.5%</b>	<b>\$73,214</b>	<b>\$22,773</b>		<b>86.5</b>	<b>Beto Quintero</b>
Ronald Rivera	128.2%	\$98,437	\$43,144		79.8	Cohen-Velasquez
Jeffrey Espinal	115.0%	\$82,696	\$38,464		77.5	Theodore Pappas
<b>VI James Marks</b>	<b>328.0%</b>	<b>\$146,994</b>	<b>\$34,348</b>		<b>78.2</b>	<b>Simon Arias</b>
Joshua Jackson	181.4%	\$67,422	\$23,959		77.2	Brian Schreiter
Matthew Conrad	94.8%	\$60,139	\$30,870		78.2	S-S-Parks-Salvaggi
<b>VII Mark Dushaj</b>	<b>372.6%</b>	<b>\$94,525</b>	<b>\$20,000</b>		<b>81.1</b>	<b>AO</b>
<b>VIII Andrew Chambers</b>	<b>16.0%</b>	<b>\$53,207</b>	<b>\$45,852</b>		<b>79.3</b>	<b>Philip Prata</b>

ALL TIME RECORD: \$2,307,263 Net ALP — MARIO HAJRO

## YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Taulant Bane</b>	<b>78.1%</b>	<b>\$2,056,299</b>	<b>\$1,154,805</b>		<b>83.6</b>	<b>AO</b>
Mario Hajro	49.6%	\$4,934,080	\$3,297,379		83.9	AO
Mark Neilson	31.0%	\$2,906,771	\$2,218,626		79.3	AO
<b>II Ryan Stenglein</b>	<b>82.5%</b>	<b>\$970,901</b>	<b>\$532,116</b>		<b>86.5</b>	<b>AO</b>
Jenny Kim	68.2%	\$1,030,337	\$612,605		80.6	AO
Brody Maughan-Evanson	37.8%	\$1,093,983	\$794,058		81.6	Simon Arias
<b>III Zach Otto</b>	<b>71.7%</b>	<b>\$563,636</b>	<b>\$328,302</b>		<b>77.9</b>	<b>Sabrina Lloyd</b>
David Quevillon	53.5%	\$653,937	\$426,040		77.5	Mathew Hart
David Carpenter	49.9%	\$771,716	\$514,663		77.3	AO
<b>IV Gabriela Sime</b>	<b>33.9%</b>	<b>\$674,597</b>	<b>\$503,797</b>		<b>78.6</b>	<b>Fisher-Zuzick</b>
Clayton Slaughter	25.4%	\$639,554	\$510,057		79.1	Michael Vasu
Chase Miller	21.6%	\$594,814	\$489,216		79.0	S-S-Bendure-Hartwig
<b>V Daniel Pacheco</b>	<b>330.6%</b>	<b>\$667,369</b>	<b>\$154,985</b>		<b>86.5</b>	<b>Beto Quintero</b>
Brandon Summerton	101.1%	\$698,829	\$347,567		85.7	AO
Jessica Chang	61.3%	\$651,848	\$404,217		79.0	AO
<b>VI James Marks</b>	<b>106.3%</b>	<b>\$532,594</b>	<b>\$258,201</b>		<b>78.2</b>	<b>Simon Arias</b>
Matthew Conrad	24.4%	\$354,137	\$284,572		78.2	S-S-Parks-Salvaggi
Gary Slocum	24.2%	\$463,952	\$373,426		83.2	Desi Dimitrova
<b>VII Mark Dushaj</b>	<b>125.5%</b>	<b>\$225,478</b>	<b>\$100,000</b>		<b>81.1</b>	<b>AO</b>
Daisy Vasu	51.5%	\$314,411	\$207,468		78.6	Michael Vasu
Michael McKiernan	48.2%	\$263,452	\$177,824		78.8	AO
<b>VIII Michael Gerstein</b>	<b>34.7%</b>	<b>\$179,593</b>	<b>\$133,364</b>		<b>82.6</b>	<b>Giglione-Ackerman</b>
Andrew Chambers	30.6%	\$313,494	\$239,961		79.3	Philip Prata

ALL TIME RECORD: \$13,827,599 Net ALP — MARIO HAJRO



## CATEGORIES IX–XVI



**IX**

**PATRICK DONOVAN**  
SIOUX FALLS, SD



**X**

**CARMEN PENA GUEDEZ**  
HOUSTON, TX



**XI**

**DEVON CHAPMAN**  
DULUTH, GA



**XII**

**AARON FRIEDLANDER**  
NAPIER, NZ



**XIII**

**MATTHEW WARD**  
NOBLESVILLE, IN



**XIV**

**CHRIS LA FOND**  
LAKE OSWEGO, OR



**XVI**

**VINCENT MEYER**  
OKLAHOMA CITY, OK

= 2023 MGA/RGA Leadership Council Member

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### MAY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>IX Patrick Donovan</b>	<b>153.3%</b>	<b>\$50,665</b>	<b>\$20,000</b>		<b>80.5</b>	<b>AO</b>
Taleb Jammoul Hajali	122.6%	\$75,193	\$33,778		78.3	Walter Icaza
Johnny Ly	86.4%	\$47,881	\$25,683		86.1	Gigliione-Ackerman
<b>X Carmen Pena Guedez</b>	<b>196.2%</b>	<b>\$59,249</b>	<b>\$20,000</b>		<b>81.0</b>	<b>Jesus Romero</b>
Gregory Rudolph	114.7%	\$42,944	\$20,000		77.0	Simon Arias
Michael Burningham	95.6%	\$64,148	\$32,791		84.7	AO
<b>XI Devon Chapman</b>	<b>120.3%</b>	<b>\$47,081</b>	<b>\$21,375</b>		<b>83.0</b>	<b>Jamison Weatherspoon</b>
Kasali Kotun	19.6%	\$38,940	\$32,550		84.9	Michael Musso
<b>XII Aaron Friedlander</b>	<b>134.6%</b>	<b>\$46,929</b>	<b>\$20,000</b>		<b>83.7</b>	<b>Steve Friedlander</b>
Sylvain Kalombo	55.9%	\$31,177	\$20,000	95		Duni Olusegun
<b>XIII Matthew Ward</b>	<b>93.3%</b>	<b>\$38,658</b>	<b>\$20,000</b>		<b>91.3</b>	<b>Josh West</b>
<b>XIV Chris La Fond</b>	<b>32.0%</b>	<b>\$26,401</b>	<b>\$20,000</b>		<b>88.5</b>	<b>AO</b>
<b>XVI Vincent Meyer</b>	<b>14.3%</b>	<b>\$22,868</b>	<b>\$20,000</b>	<b>92</b>		<b>Chad Potts</b>

ALL TIME RECORD: \$2,307,263 Net ALP — MARIO HAJRO

### YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>IX Claude Hamilton</b>	<b>164.0%</b>	<b>\$264,027</b>	<b>\$100,000</b>		<b>87.6</b>	<b>Satti-Kanaan-Wheeler</b>
Patrick Donovan	110.5%	\$270,499	\$128,525		80.5	AO
Taleb Jammoul Hajali	78.9%	\$265,052	\$148,178		78.3	Walter Icaza
<b>X Phi Phan</b>	<b>119.9%</b>	<b>\$284,630</b>	<b>\$129,452</b>		<b>86.3</b>	<b>Desi Dimitrova</b>
Carmen Pena Guedez	110.0%	\$210,034	\$100,000		81.0	Jesus Romero
Michael Burningham	96.6%	\$255,043	\$129,740		84.7	AO
<b>XI Devon Chapman</b>	<b>57.4%</b>	<b>\$157,442</b>	<b>\$100,000</b>		<b>83.0</b>	<b>Jamison Weatherspoon</b>
<b>XII Sylvain Kalombo</b>	<b>127.0%</b>	<b>\$227,032</b>	<b>\$100,000</b>	<b>95</b>		<b>Duni Olusegun</b>
Aaron Friedlander	67.6%	\$167,611	\$100,000		83.7	Steve Friedlander
Crystal Vairretta	20.2%	\$120,207	\$100,000		82.4	West-Shogar-Moody
<b>XIII Matthew Ward</b>	<b>84.2%</b>	<b>\$184,202</b>	<b>\$100,000</b>		<b>91.3</b>	<b>Josh West</b>
<b>XVI Javier Diaz</b>	<b>19.3%</b>	<b>\$119,293</b>	<b>\$100,000</b>	<b>97</b>		<b>Henderson-Locker</b>

ALL TIME RECORD: \$13,827,599 Net ALP — MARIO HAJRO



# LEGACY REGIONAL GENERAL AGENTS



**MARIO HAJRO**  
SAN CLEMENTE, CA



**DAVID CARPENTER**  
MIAMI, FL



**MARK NEILSON**  
SOUTH LAKE TAHOE, CA



**BRODY MAUGHAN-EVANSON**  
WEXFORD, PA



**MICHAEL GERSTEIN**  
EDISON, NJ



**KEVIN APPASAMY**  
WAIANAE, HI



**ANDY BATTEN**  
HOUSTON, TX



**GREGORY RUDOLPH**  
WEXFORD, PA



**COREY HELLY**  
EDISON, NJ



**CHASE MILLER**  
COLUMBUS, OH

## MAY

Rank	Category	Legacy Production	SGA
1	I Mario Hajro	\$859,672	AO
2	III David Carpenter	\$407,982	AO
3	I Mark Neilson	\$303,418	AO
4	II Brody Maughan-Evanson	\$266,417	Simon Arias
5	VIII Michael Gerstein	\$211,365	Giglione-Ackerman
6	XIII Kevin Appasamy	\$166,501	AO
7	II Andy Batten	\$164,881	Michael Vasu
8	X Gregory Rudolph	\$156,459	Simon Arias
9	I Corey Helly	\$155,226	Giglione-Ackerman
10	IV Chase Miller	\$149,997	S-S-Bendure-Hartwig

## YTD

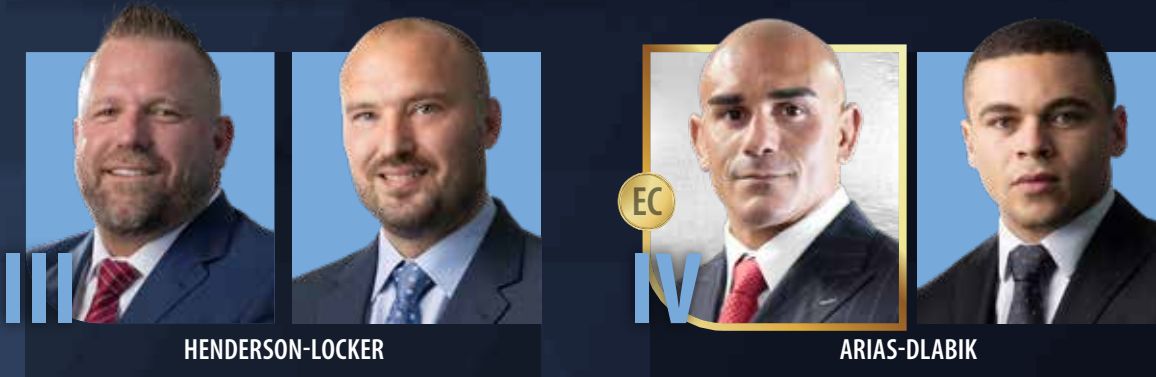
Rank	Category	Legacy Production	SGA
1	I Mario Hajro	\$4,211,261	AO
2	III David Carpenter	\$2,606,661	AO
3	I Mark Neilson	\$1,748,741	AO
4	II Brody Maughan-Evanson	\$1,252,278	Simon Arias
5	VIII Michael Gerstein	\$1,240,704	Giglione-Ackerman
6	XIII Kevin Appasamy	\$973,202	AO
7	VI Matthew Conrad	\$966,327	S-S-Parks-Salvaggi
8	I Bobby Gujral	\$962,463	AO
9	III Christopher Hintz	\$836,217	AO
10	IV Chase Miller	\$783,353	S-S-Bendure-Hartwig

## WHAT IS A LEGACY RGA?

The company recognizes the Top 10 Legacy RGAs across all categories. A Legacy RGA is defined as the former RGA of a GA who was promoted to MGA. Legacy RGA production is calculated using the sum of the production of all the promoted MGAs where the former RGA can no longer be included in the hierarchy.



## CATEGORIES I-VII



### MAY

Category	% Growth	Net ALP	NTG	RET
<b>I AO</b>	<b>39.1</b>	<b>\$7,426,603</b>		<b>82.4</b>
S-S-Bendure-Hartwig	38.3	\$628,219		82.3
Sabrina Lloyd	30.5	\$575,267		77.4
Giglione-Ackerman	27.4	\$543,707		80.2
Simon Arias	22.6	\$1,625,851		77.5
S-S-Parks-Salvaggi	14.9	\$1,149,540		82.2
Theodore Pappas	2.3	\$630,189		81.1
<b>II Beto Quintero</b>	<b>106.4</b>	<b>\$762,074</b>		<b>81.5</b>
Andrew McQuade	48.5	\$383,203		83.9
Cohen-Velasquez	37.3	\$475,622		82.0
Satti-Kanaan-Wheeler	34.3	\$409,497		84.8
Michael Vasu	31.1	\$405,517		80.1
<b>III Henderson-Locker</b>	<b>30.9</b>	<b>\$382,511</b>		<b>77.5</b>
Albert Serur	26.7	\$385,245		82.5
Jamison Weatherspoon	24.5	\$270,776		82.9
Josh West	12.4	\$327,367		86.3
Pappas-Akuamo	5.4	\$290,347	98	
<b>IV Arias-Dlabik</b>	<b>166.6</b>	<b>\$341,458</b>		<b>79.0</b>
Darcy Schrieber	77.4	\$342,744		80.7
Philip Prata	48.9	\$234,668		80.1
Cindy Furer	32.9	\$224,262		78.2
Nick Moore	27.7	\$366,988		81.3
<b>V Corey Neff</b>	<b>83.4</b>	<b>\$189,228</b>		<b>78.7</b>
Fisher-Hall	81.8	\$250,776		83.1
Desi Dimitrova	32.2	\$189,272		82.8
Matthew Turnquist	20.5	\$244,516	95	
<b>VI Kevin Holtz</b>	<b>135.1</b>	<b>\$212,839</b>		<b>81.0</b>
Fisher-Zuzick	123.9	\$225,208		78.7
Moore Midwest	93.9	\$175,302		85.5
Weatherspoon-Harris	91.7	\$145,838		78.6
Phillip Waisman	90.3	\$239,661		77.5
<b>VII Walter Icaza</b>	<b>208.0</b>	<b>\$258,090</b>		<b>77.5</b>
Duni Olusegun	120.5	\$147,817	92	
Brian Schreiter	49.2	\$145,532		76.9
Chalom-Chalom	2.9	\$135,141		87.1

### YTD

Category	% Growth	Net ALP	NTG	RET
<b>I AO</b>	<b>31.7</b>	<b>\$42,352,689</b>		<b>82.4</b>
S-S-Bendure-Hartwig	15.7	\$3,330,862		82.3
Giglione-Ackerman	13.5	\$2,960,069		80.2
Theodore Pappas	13.2	\$3,832,280		81.1
Simon Arias	13.1	\$9,867,310		77.5
S-S-Parks-Salvaggi	5.0	\$7,379,583		82.2
<b>II Beto Quintero</b>	<b>52.2</b>	<b>\$3,368,112</b>		<b>81.5</b>
Andrew McQuade	35.6	\$2,112,574		83.9
Satti-Kanaan-Wheeler	16.9	\$2,258,198		84.8
Michael Vasu	13.9	\$2,208,352		80.1
Cohen-Velasquez	4.6	\$2,344,438		82.0
Mathew Hart	0.4	\$1,909,580		78.1
<b>III Jamison Weatherspoon</b>	<b>25.3</b>	<b>\$1,480,936</b>		<b>82.9</b>
Albert Serur	10.1	\$1,563,736		82.5
Josh West	7.2	\$1,708,171		86.3
<b>IV Darcy Schrieber</b>	<b>48.7</b>	<b>\$1,778,118</b>		<b>80.7</b>
Philip Prata	28.7	\$1,445,976		80.1
Arias-Dlabik	23.1	\$1,480,395		79.0
Nick Moore	19.9	\$1,975,414		81.3
Cindy Furer	10.7	\$1,190,797		78.2
<b>V Corey Neff</b>	<b>37.1</b>	<b>\$843,210</b>		<b>78.7</b>
Fisher-Hall	28.0	\$1,201,854		83.1
Matthew Turnquist	24.8	\$856,265	95	
Desi Dimitrova	19.9	\$1,054,109		82.8
<b>VI Fisher-Zuzick</b>	<b>93.0</b>	<b>\$1,191,501</b>		<b>78.7</b>
Kevin Holtz	50.0	\$1,136,986		81.0
Moore Midwest	32.7	\$853,444		85.5
Phillip Waisman	26.9	\$1,084,603		77.5
Weatherspoon-Harris	19.6	\$897,108		78.6
Tiffany Wagner	6.1	\$693,188		82.0
<b>VII Walter Icaza</b>	<b>130.9</b>	<b>\$1,025,787</b>		<b>77.5</b>
Duni Olusegun	130.9	\$951,226	92	
Brian Schreiter	41.7	\$806,268		76.9
Chalom-Chalom	10.8	\$647,047		87.1

EC = 2023 Executive Council Member

Spotlight recognizes SGAs in Categories I-XIV based on positive Net ALP Growth. The SGAs that will be recognized at the 2024 Awards Presentation are the top SGA per category from Categories I-XIV with the highest Net ALP Growth. The YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. SGAs must meet minimum growth over all their SGAships. Minimum quality standards apply for recognition.



## CATEGORIES VIII–XIV



**VIII**  
**CHAD DELEY**




**IX**  
**PRATA-WILSON**




**X**  
**QUINTERO-VIDAL**




**XI**  
**HOLTZ-RIGNEY**



**XIII**  
**ANDRE HAWTHORNE**



**XIV**  
**SERGIO CARTA**

**EC** = 2023 Executive Council Member

*Spotlight* recognizes SGAs in Categories I–XIV based on positive Net ALP Growth. The SGAs that will be recognized at the 2024 Awards Presentation are the top SGA per category from Categories I–XIV with the highest Net ALP Growth. The YTD *Spotlight* number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. SGAs must meet minimum growth over all their SGAships. Minimum quality standards apply for recognition.

### MAY

Category	% Growth	Net ALP	NTG	RET
<b>VIII</b> Chad Deley	<b>51.2</b>	<b>\$90,498</b>		<b>80.2</b>
Ralston-Ralston	41.6	\$112,003		81.5
Saavedra-Longino	40.6	\$124,792		79.8
Steve Friedlander	37.3	\$105,260		82.2
West-Moody	32.3	\$113,566		85.8
Byron Paz	1.8	\$99,219		82.3
<b>IX</b> Prata-Wilson	<b>195.6</b>	<b>\$81,628</b>	<b>88</b>	
Greg Graham	100.2	\$111,433		78.0
Hart-Lewicki	22.9	\$80,572		84.4
<b>X</b> Quintero-Vidal	<b>147.9</b>	<b>\$155,200</b>	<b>97</b>	
<b>XI</b> Holtz-Rigney	<b>408.4</b>	<b>\$102,647</b>	<b>91</b>	
Chad Potts	28.5	\$91,642		78.4
Brian Wilson	12.3	\$39,139		82.3
Joseph Rotolo	4.8	\$29,577	90	
West-Shogar-Moody	0.6	\$37,279		82.9
Jeremy Rivers	0.3	\$40,715		79.1
<b>XIII</b> Andre Hawthorne	<b>36.5</b>	<b>\$47,740</b>		<b>75.8</b>
<b>XIV</b> Sergio Carta	<b>99.9</b>	<b>\$132,996</b>	<b>93</b>	
Adianeza Rodriguez	32.0	\$23,764	96	
Alexander Gross	27.8	\$50,016	92	
San Antonio Latino Division II	27.8	\$22,378	90	
Joshua Krueger	26.5	\$41,091	91	
Georgetown Latino Division	3.5	\$31,048	99	

### YTD

Category	% Growth	Net ALP	NTG	RET
<b>VIII</b> Steve Friedlander	<b>29.1</b>	<b>\$456,621</b>		<b>82.2</b>
Chad Deley	11.7	\$569,304		80.2
Saavedra-Longino	11.6	\$563,142		79.8
Ralston-Ralston	8.7	\$586,831		81.5
AO-Lorence	3.6	\$515,176		78.0
<b>IX</b> Prata-Wilson	<b>199.9</b>	<b>\$471,023</b>	<b>88</b>	
Greg Graham	145.2	\$823,986		78.0
Hart-Lewicki	3.1	\$474,703		84.4
<b>X</b> Quintero-Vidal	<b>112.9</b>	<b>\$250,390</b>	<b>97</b>	
Gryska-Boles	35.0	\$344,459		79.9
<b>XI</b> West-Shogar-Moody	<b>100.6</b>	<b>\$224,398</b>	<b>82.9</b>	
Holtz-Rigney	90.0	\$449,789	91	
Jeremy Rivers	55.2	\$287,847		79.1
Chad Potts	8.0	\$348,845		78.4
<b>XIII</b> Andre Hawthorne	<b>137.2</b>	<b>\$182,752</b>		<b>75.8</b>
<b>XIV</b> Sergio Carta	<b>96.4</b>	<b>\$486,375</b>	<b>93</b>	
Joshua Krueger	63.1	\$156,775	91	
Alexander Gross	27.2	\$240,897	92	
San Antonio Latino Division II	18.1	\$78,461	90	
Adianeza Rodriguez	11.6	\$50,219	96	



### CATEGORY I



**1**  
**KATHY PAPPAS**  
ROSLYN HARBOR, NY

### CATEGORY II



**1**  
**CHUCK HILL**  
LODI, CA



**2**  
**PAM MONETTI**  
BUNKER HILL, IL

### CATEGORY III



**1**  
**MARK GAGLIARDI**  
CLARKSVILLE, TN



**2**  
**LORI VAUGHN**  
PORTLAND, OR

### CATEGORY IV



**1**  
**PATRENA SMITH**  
EAST HARTFORD, CT



**2**  
**DEE HETTINGER**  
WICHITA, KS

### CATEGORY V



**1**  
**JOHN KELIHER**  
DACULA, GA



**2**  
**JEFFREY HAPKE**  
CRESSON, PA

### CATEGORY VI



**1**  
**LAURIE GRUBER**  
HAMMOND, WI



**2**  
**BRENNA BAILEY**  
PHOENIX, AZ

### CATEGORY VII



**1**  
**ANGELA ENGEL**  
DOUGLAS, OK



**2**  
**DINA WALLS**  
HAZEL CREST, IL



**1**  
**JUNO KEMPLE**  
BRUNSWICK, ME



**2**  
**TINA NANAS**  
BAYSIDE, NY

### CATEGORY VIII

### FIRST SIGNED TG



**CRYSTAL EWING**  
PORT ALLEN, LA



**EMMA JORGENSON**  
WAUKESHA, WI

### TOP MANAGERS

### CATEGORY I



**1**  
**RYAN GREGOLI**  
HUNTINGTON BEACH, CA

### CATEGORY II



**1**  
**LINDSAY MCCLELLAND**  
GASTONIA, NC

### CATEGORY III



**1**  
**THOMAS NEJMAN**  
WALTHAM, MA

### INDIVIDUAL REPS: MAY

Category	Rank	Cards	Obj	% Obj	
I	1	Kathy Pappas	2,544	1,219	208.7%
II	1	Chuck Hill	4,363	1,024	426.1%
	2	Pam Monetti	1,628	1,008	161.5%
	3	Dianna Lueke	1,666	1,072	155.4%
III	1	Mark Gagliardi	2,754	804	342.5%
	2	Lori Vaughn	1,414	917	154.1%
	3	Lisa Bennett	1,170	818	143.0%
IV	1	Patrena Smith	2,405	599	401.4%
	2	Dee Hettinger	1,049	652	160.8%
	3	Roosbeh Bozorgmaneshfard	913	744	122.6%
V	1	John Keliher	563	550	102.3%
	2	Jeffrey Hapke	509	553	91.9%
VI	1	Laurie Gruber	3,521	550	640.2%
	2	Brenna Bailey	650	550	118.1%
VII	1	Angela Engel	2,271	550	412.9%
	2	Dina Walls	886	550	161.0%
	3	Cherie Henik	640	550	116.4%
VIII	1	Juno Kemple	3,640	550	661.8%
	2	Tina Nanas	922	550	167.7%
	3	Justin Daniel	734	550	133.5%
Rookie	1	Angela Engel	2,271	550	412.9%
IceBreaker	1	Juno Kemple	3,640	550	661.8%

ALL TIME RECORD: 18,960 Cards

### INDIVIDUAL REPS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	Brenda Di Somma	9,070	9,691	93.6%
II	*1	Chuck Hill	13,560	5,120	264.8%
	2	Pam Monetti	7,813	5,041	155.0%
	3	Krissa Hensley	7,521	5,234	143.7%
III	*1	Mark Gagliardi	8,204	4,020	204.1%
	2	Lisa Bennett	7,669	4,091	187.5%
	3	Lori Vaughn	6,897	4,587	150.3%
IV	*1	Patrena Smith	6,070	2,996	202.6%
	2	Larry Lozano	5,031	2,981	168.8%
	3	Fran Christie	4,022	3,081	130.5%
V	*1	Kevin McKeen	3,071	2,764	111.1%
	2	Mark Flemm	2,727	2,750	99.2%
	3	Steve Orcheron	2,474	2,750	90.0%
VI	*1	Laurie Gruber	14,765	2,750	536.9%
	2	Patrick Duray	4,201	2,750	152.8%
VII	*1	Angela Engel	4,907	2,750	178.4%
	2	Calvin Mazurkewich	4,018	2,750	146.1%
	3	Matthew Halbmaier	3,917	2,750	142.4%
VIII	*1	Juno Kemple	3,881	2,750	141.1%
	2	Aaron Mathis	2,996	2,750	108.9%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

### MANAGERS: MAY

Category	Rank	Cards	Obj	% Obj	
I	1	Ryan Gregoli	8,889	8,161	108.9%
	2	Tami Williams	6,181	6,346	97.4%
II	1	Lindsay McClelland	4,675	3,571	130.9%
	2	Miranda McKee	4,192	4,076	102.8%
III	1	Thomas Nejman	7,039	2,924	240.7%
	2	Ralph Beard	5,632	2,980	189.0%

### MANAGERS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	Ryan Gregoli	44,850	40,805	109.9%
II	*1	Miranda McKee	23,461	20,380	115.1%
	2	Lindsay McClelland	18,505	17,855	103.6%
III	*1	Amanda Mlinaz	33,710	18,797	179.3%
	2	Thomas Nejman	15,026	14,621	102.8%

### MOST ORIGINAL CARDS GENERATED: YTD



**1**  
**LAURIE GRUBER**  
HAMMOND, WI

**2** LAURIE GRUBER  
11,246

**2** TARA SHEAD  
3,379

**3** DIANNA LUEKE  
2,840

GC = 2023 PR Growth Council Member

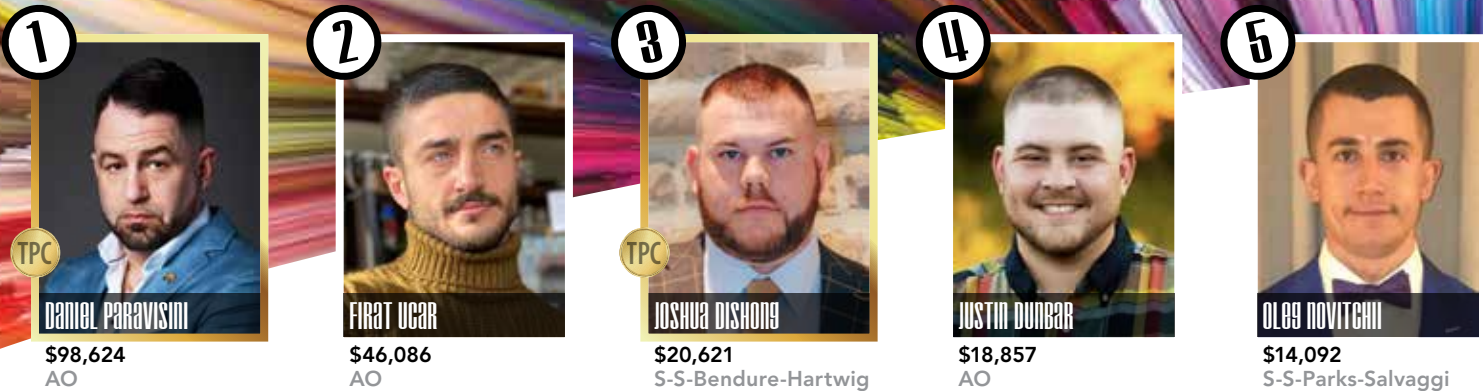
PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep Categories I-VIII is calculated based on 110% of previous year's production, or 6,600 leads whichever is greater. To be recognized, Rep must meet 90% of Growth objective.

Manager Categories I-III is calculated based on 110% of previous year's production for their respective territories. To be recognized, Manager must meet 90% of Growth Objective.



# WORLD'S GREATEST BONUS



**\$98,624**  
AO

**\$46,086**  
AO

**\$20,621**  
S-S-Bendure-Hartwig

**\$18,857**  
AO

**\$14,092**  
S-S-Parks-Salvaggi

## MAY BONUS LEADERS

PAYOUT: **\$3,360,239**

QUALIFIERS: **3,884**

- \$ 98,624 Daniel Paravisini
- 46,086 Firat Ucar
- 20,621 Joshua Dishong
- 18,857 Justin Dunbar
- 14,092 Oleg Novitchii
- 12,296 Daiyon Anderson
- 12,288 Aref Sayegh
- 10,786 Kevin Ishikane
- 10,396 Abraham Mogilevsky
- 10,222 Carmen Arroyo
- 9,748 Lamine Diakhate
- 9,571 Meenakshi Chavis
- 8,655 Michael Grudzien
- 8,505 Henry Holland
- 7,887 Damian Woods
- 7,635 Muhammed Ashraf
- 7,486 Anthony Ruggiero
- 7,350 Edward Leon
- 7,167 Kristi Basho
- 7,043 Joachim Jean
- 6,981 Charles Nacovsky
- 6,959 Julie Arahamian
- 6,923 Amanda Lustbader
- 6,902 Marshall Fernandez
- 6,899 Tomlin Douglas
- 6,598 Brock Lampe
- 6,504 Matthew Lehman
- 6,429 Lily Sakai
- 6,420 Antonio Reyes
- 6,355 Brandon Bennett
- 6,318 Kelechi Anele
- 6,247 Alex Cho
- 6,114 Omar Hashimi
- 6,063 Garrett Amora
- 5,961 Bryan Stoddard
- 5,889 Max Quasem
- 5,885 Alipate Makaui
- 5,830 Rea Lynch
- 5,785 Kurt Evans
- 5,724 Cole Bramhall
- 5,621 Joshua Elkins
- 5,562 Michael van Delft
- 5,560 Carrington Hanna
- 5,537 Oludoyin Omolaja
- 5,493 Franko Bilibili
- 5,472 Alexis Hawkins

- \$ 5,450 Heccy Rivas
- 5,411 Arturo Romero
- 5,401 Giorgi Gogidze
- 5,345 Andrea Laurent
- 5,326 Zayd Alwawi
- 5,245 Carlos Vasquez
- 5,237 Joel Trask
- 5,218 Eric LaBossiere
- 5,209 Damon Stroup
- 5,180 Roger Fung
- 5,151 Alvin Ali
- 5,132 Bryan Juskiw
- 5,087 Sarah Saleim
- 4,949 Ashley Applon
- 4,919 Ryain Lee
- 4,914 Michael Ellis
- 4,888 Gregory Cribley
- 4,880 Danny Souri
- 4,814 Michael Valent
- 4,738 Mariana Morales
- 4,732 Joey Kennedy
- 4,729 Danielle Santos
- 4,678 Mama Atetu
- 4,635 Natalia Beltran Hernandez
- 4,630 Kevin Musai
- 4,594 Adam Kidikas
- 4,564 Jordon Graham
- 4,541 DeAnthony Hartman
- 4,533 Armani Abreu
- 4,496 Trevor Bailey
- 4,476 Carol Fernandez
- 4,443 Edon Nevzadi
- 4,429 Blair Sheppard
- 4,404 Brandon Hanks
- 4,384 Jessica Davis
- 4,353 Mandale Tolefree
- 4,329 Carly Ferraro
- 4,294 Montzer Alwatan
- 4,275 Amanda Masoud
- 4,272 Austin Macias
- 4,258 Miguel Marquina
- 4,243 Alex Miller
- 4,233 Zachary Marshall
- 4,232 Michele Stewart
- 4,229 Bradley Sullivan
- 4,180 Sebastian Frydenberg

- \$ 4,176 Jennifer Savino
- 4,167 Michael Ray
- 4,156 Dmitry Pendro
- 4,086 Brianna Baker
- 4,070 Matthew Zang
- 3,973 Austin Ewing
- 3,972 Jonathan Da-Al
- 3,951 Verna Willbur
- 3,947 Alex Jankowski
- 3,946 Razan Zarba
- 3,941 Alexandra Longo
- 3,930 Christopher Rives
- 3,923 Vanessa Rodriguez
- 3,921 Mike Sukhbaatar
- 3,907 Austin Rockall
- 3,905 Spencer Kozej
- 3,894 Marvin Toma
- 3,884 Khadijah Muhammad
- 3,870 Michael Kamper
- 3,848 Jennifer Terife Medina
- 3,831 Billie Beverley
- 3,817 Nick Scordos
- 3,816 Ileana Navarro Dorantes
- 3,813 Kareem Mutia
- 3,791 Paige Zuzick
- 3,781 Jonathon English
- 3,778 Jeremy Bruce
- 3,774 Rovena Lulgjuraj
- 3,764 Shelby Pagan
- 3,701 Mason Duty
- 3,701 Ryan Vance
- 3,694 Michael Scarborough
- 3,693 Hussien Mouzaïhem
- 3,681 Edee Yuen
- 3,675 Nikolai Shelp
- 3,672 Samuel Benton
- 3,656 Christina Salvatore
- 3,630 Ashley Mysza
- 3,598 Nikolai Zollinger
- 3,594 Omaira Garces Ramonez
- 3,593 Marisone Navor
- 3,585 Noel Espinosa Lacarrere
- 3,584 Mariam Alabi
- 3,579 Jeanneliza Solis
- 3,574 Ruth Molloy
- 3,564 Melena Costello

- \$ 3,562 Kasali Kotun
- 3,561 Marisa Willgruber
- 3,092 Victoria Lopes
- 3,534 Harrison Trager
- 3,516 Kolin Delija
- 3,470 Roydon Riki
- 3,453 Phi Phan
- 3,446 Cindy Ramirez
- 3,435 Scott Whitford
- 3,433 Pablo Castro Gault
- 3,429 Jilian Colarusso
- 3,429 Janice Brown
- 3,421 Russel Brooks-Martin
- 3,420 Lawrence Lavarez
- 3,412 Daulton Butler
- 3,395 Babajide Obashoto
- 3,375 Tony Georges
- 3,372 Kathleen McArthur
- 3,349 Parker Powers
- 3,335 William Heilman
- 3,333 Andrew Britton
- 3,326 Richard Barbour
- 3,322 Tina Nelson
- 3,317 April Ross
- 3,309 Yonathan Jaramillo
- 3,303 Kevin Swiatek
- 3,296 Tanjela Finch
- 3,296 Irma Gallardo
- 3,292 Danielle Wilder
- 3,275 Aaron Chan
- 3,263 Jasmine Leon
- 3,219 Marvin Bolden
- 3,204 Dylan White
- 3,203 Chris Anderson
- 3,178 Kelly Ekker
- 3,176 Ian Zollos
- 3,172 Hazem Aboueldahab
- 3,171 Jessica Specht
- 3,157 Dalton Cassavoy
- 3,156 Asiguy Haugabook
- 3,155 Richard Tabanji
- 3,143 Victor Grasso Zambrano
- 3,141 Panaris Bregu
- 3,136 Monte Boswell
- 3,128 Doris Martinez Garcia
- 3,113 Bruno Nuro

- \$ 3,105 Noor Musleh
- 3,102 Austin Timmons
- 3,092 Bernadette De Guzman
- 3,091 Chad McLaughlin
- 3,083 Sanad Altal
- 3,082 Brandon Freeman
- 3,056 Rahman Mashriqi
- 3,047 Ladan Rahbary
- 3,038 Julia Loboda
- 3,012 Justin Neal
- 3,009 Andrew Brown
- 3,009 Stacie Freye
- 2,999 Laura Kologenski
- 2,993 Geneo Grissom
- 2,981 Deanna Castaneda
- 2,948 Ervin Metaj
- 2,937 Silas Merkel
- 2,936 David Mayfield
- 2,924 Aaron Gamalinda
- 2,932 Mike Reed
- 2,931 Cash Sampson
- 2,908 Jasmin Hidalgo
- 2,905 Orett Nelson
- 2,904 Samantha Dorrough
- 2,902 Deshaune Hendrickson
- 2,896 Ali Saad
- 2,896 Tom Shamon
- 2,886 Alejandra Maldonado
- 2,883 Matthew Sturgis
- 2,877 Jordan Mosher
- 2,868 Carleesa Parhams
- 2,862 Joseph Goodrich
- 2,860 Michael Hutchison
- 2,852 Sharif Grays
- 2,850 Daoud Naser
- 2,849 Annia Curvelo
- 2,844 Tasha Tucker
- 2,839 Kamaile Viena
- 2,834 Kelly Benner-Campbell
- 2,834 Truman Falkner
- 2,822 Laura Chavez
- 2,816 Ellen Tuttle
- 2,811 Jimmy Quifille
- 2,798 Denzil Latimore
- 2,783 Rochelle Magpantay
- 2,777 Jacob McClelland

- \$ 2,766 Arrianna Reyes-Suarez
- 2,762 Morvarid Tadayon
- 2,761 Jesse Fullmer
- 2,759 Jaylind Williams
- 2,755 Christina Konstanzer
- 2,749 Leonard Pataca
- 2,744 Cathy Dishong
- 2,736 Asata Walker
- 2,727 Christine LaGambina
- 2,711 Davina Vo
- 2,691 Dustin Dunbar
- 2,686 Eileen Burningham
- 2,684 James Dorante
- 2,684 Jacoby Barry
- 2,680 Conner Gilliland
- 2,673 Ian Pickett
- 2,673 Taylour Nathaniel
- 2,671 Carlo Trinidad
- 2,669 Colby Fox
- 2,652 John Curry
- 2,646 Zachary McCormack
- 2,643 Braeden Gilbert
- 2,641 Crystal Jackson
- 2,639 Manique Sala
- 2,628 Bernadette De Guzman
- 2,623 Anthony Robertson
- 2,618 Christopher Velez
- 2,617 Stephanie Hernandez
- 2,616 Trace Cary
- 2,603 Joseph Pizzoferrato
- 2,590 Ryan Witham
- 2,580 Samuel Siegel
- 2,569 Nicholas Opacian
- 2,568 Dylan Garrett
- 2,566 Bradley Blumenshine
- 2,565 Angie Sanabria Quintero
- 2,541 Sandra Perez Espinal
- 2,541 Ryan Burns
- 2,539 Chris Densham
- 2,536 Christina Hamilton
- 2,524 David Asbra
- 2,523 Daniel Levine
- 2,501 Ryne Morozowski
- 2,500 James Ganci
- 2,496 Orion Moore
- 2,489 Brandon Neal
- 2,488 Claire Guy
- 2,488 Patrice Charles
- 2,484 Richard Carter
- 2,483 Zachary Daniels
- 2,475 Joanna Rowland
- 2,473 Brandon Hegwood
- 2,471 Daniel Prinzo
- 2,470 Kamyar Soleymani
- 2,469 Deangela Parhams
- 2,460 Chris McElmoyl
- 2,456 Lisbeth Vasquez Rodriguez
- 2,454 Louie Gonzalez
- 2,453 Dchante McKenzie
- 2,431 Alexander Gomez
- 2,427 Cleopatra Sola
- 2,426 Jessie Holland
- 2,420 Daryl Graham
- 2,411 Gabriel Hurst
- 2,403 Steven Barton
- 2,402 Patrick Barnes
- 2,397 Ashley Seborowski

- \$ 2,395 Troy Williams
- 2,395 Franco Bilotti
- 2,394 Carlos Perez Bracho
- 2,391 Breann Hoenig
- 2,387 Cross Steplowski
- 2,381 Makenzie Wolford
- 2,379 Christopher Dark
- 2,373 Logan Mynhier
- 2,365 Ivana Martin
- 2,362 Brittiani Rhodes
- 2,352 Nicholas Beyer
- 2,350 Savannah Kiwacz
- 2,348 Javier Contreras Paraguacuto
- 2,346 Shahriar Mohammadi
- 2,344 Tyler Tasa
- 2,340 Ariel Rene
- 2,339 Brad Toyama
- 2,335 Pa Alieu Kasseh
- 2,335 Michelle Lopez
- 2,332 Adam Schaefer
- 2,329 Anthony Williams
- 2,329 Calvin Dickherber
- 2,328 Bradley Christiansen
- 2,328 Ryan Bucher
- 2,318 Samuel Franchini
- 2,317 Marc Futterweit
- 2,314 Lady Avila
- 2,314 Alexander Pham
- 2,310 Aliya Russell
- 2,308 Joseph Sarasin
- 2,308 Katharine Thorne
- 2,298 Roxie Soto
- 2,296 Jillian Arshadi
- 2,287 Gavin McDonald
- 2,285 Nelson Rodriguez
- 2,281 Luis Piccoli
- 2,278 Dina Boghdady
- 2,268 Ahmed Elagrab
- 2,265 Craig Fernandez
- 2,261 Kingsley Ibeh
- 2,252 George David
- 2,256 Erald Tomorri
- 2,251 Lleison Martinez
- 2,242 Stuart Pagan
- 2,240 Sam Huber
- 2,239 Nikolla Lulgjuraj
- 2,236 Trivania Bourne
- 2,233 Sasha Oakes
- 2,233 Karen Fleming
- 2,232 Meardey Kim
- 2,229 Frederick Scott
- 2,229 John Rings
- 2,221 David Gallagher
- 2,218 Jennie Wieland
- 2,215 Tiffany Arntzen
- 2,211 Jaxon Bellar
- 2,207 Raheem Nubani
- 2,205 Kelly Jones
- 2,203 Christina Ande
- 2,203 Jose Moreno
- 2,197 Juli Roth Preston
- 2,196 Jorge Alvarez
- 2,160 Megan Baker
- 2,158 Lisarenee Hahnlen
- 2,154 Jesse Spencer
- 2,150 Mauro Capozucca
- 2,141 Djenabou Diallo
- 2,137 Louis Calabrese

- \$ 2,135 Kevin Beaver
- 2,133 Zachery Croyle
- 2,132 Fouzieyeh Saad
- 2,130 Romal Omid
- 2,129 Tyler Bratton
- 2,126 Tony Geer
- 2,121 Jennifer Anderson
- 2,112 Edward Tiongson
- 2,110 Tanner Geibel
- 2,106 Ethan Pfeifer
- 2,103 Tarrance Hankins
- 2,098 Michael Williams
- 2,098 Kyle Carpenter
- 2,097 Ilene Hirsch
- 2,094 Connor Cook
- 2,093 Taj Tumber
- 2,092 Christopher Small
- 2,083 Herbert Emile
- 2,083 Muhammad Mansoor
- 2,079 Phillip Peavey
- 2,078 Caren Deanda
- 2,062 Harvey Quinn
- 2,061 David Melendrez
- 2,057 Marion Polk
- 2,053 Viktorious Dugan
- 2,053 Christen Cabrera
- 2,051 George Shafer
- 2,047 Nadira Singh-Moon
- 2,039 Jennifer Foreman
- 2,037 Miguel Diego
- 2,032 Stephanie Rosales
- 2,030 Jacob Reiter
- 2,026 Marguerite McGill
- 2,017 Olaniyan Eaglin
- 2,017 Farnaz Fotovat Ahmadi
- 2,017 Allissa Collins
- 2,010 Christopher King
- 2,006 Sherita Thompson
- 2,004 Kristopher Bour
- 2,003 Corey Tyler
- 1,999 Daniel Rock
- 1,997 Yuhail Castillo
- 1,993 Travis Barnes
- 1,990 Evan Holzhauser
- 1,987 Tichina Haughton
- 1,982 Tonya Barnes
- 1,977 Deaveon Francisco
- 1,961 Nathan Labranche
- 1,960 Lu Zhang
- 1,958 Alexander Stemle
- 1,955 Cedric Portis
- 1,947 Nicholas Davis
- 1,946 Lydia Harvey
- 1,945 Amina Adamou
- 1,944 Kimberly Ramirez
- 1,941 Jillian Getz
- 1,939 Lincoln Dziekonski
- 1,937 Christopher Jeantet
- 1,936 Ifeanyi Ufodu
- 1,936 Alex Tran
- 1,933 Crystal Dugger
- 1,931 Orlando Hewitt
- 1,922 Natalie Soboleva
- 1,922 Joseph Lance
- 1,913 Dana Martin Gonzalez
- 1,913 Lindsay Belham
- 1,901 Emily Buelow
- 1,900 Tyler Teague

- \$ 1,899 Dylan Marroquin
- 1,899 Clayton Workman
- 1,892 Angelo Luciano
- 1,890 Thor Leighton
- 1,890 Patricia Santamarina
- 1,889 Fabian Wilson
- 1,888 Madison Song
- 1,885 Yelba Pelayo
- 1,881 Zachary Hofreiter
- 1,877 Megan Langley
- 1,872 Yasmin Kapadia
- 1,872 Chantia Williams
- 1,870 Michael Dejesus
- 1,864 Brent Henderson
- 1,863 Yarlys Torres
- 1,861 Thomas Mullally
- 1,860 Cherrish Taylor
- 1,860 Oscar Gastelum
- 1,857 Luis Holguin-Juarez
- 1,856 Sean Gittens
- 1,856 Karly Kelly
- 1,850 Leah Feeney
- 1,849 Christopher Rolph
- 1,849 Kawonia Washington
- 1,848 Victor Ledesma
- 1,846 Noah Vongunden
- 1,845 Jabari Thompson
- 1,841 Diana Cruz
- 1,839 Yakoub Zokari
- 1,838 Mario Andres Chavez
- 1,826 Ariane Davis
- 1,826 Liomar Marval
- 1,823 Veronica Britos
- 1,823 Tysen Banks
- 1,819 Lisa Richardson
- 1,815 Landon Ribail
- 1,814 Brian Herb
- 1,801 Roger Fredericks
- 1,801 Sonia Silva
- 1,801 Sarah Reay
- 1,798 Dana Cortez
- 1,797 Karla Cabrales
- 1,795 Shane Havel
- 1,792 Christian Cox
- 1,791 Alyssa Libby
- 1,791 Vincent Neal
- 1,785 Yngrid Seijas Garboza
- 1,785 Timipre Barigha
- 1,784 Kelsey Friedler
- 1,775 Christian Baymack
- 1,770 Dustin Edgell
- 1,767 Joseph Pacello
- 1,766 Gabriella Weisbom
- 1,763 Kristal Rodriguez Perez
- 1,762 Bridgett Gardner
- 1,759 Raymond Angeles
- 1,758 MaKayla Reason
- 1,758 Donya Devore
- 1,757 Ernesto Delgadoillo
- 1,755 Alexandra Holt
- 1,755 Wuhayma Semprun
- 1,750 Ireland Sirni
- 1,750 Brittney Washington
- 1,738 Sylvain Kalombo
- 1,737 Lorena Barriere
- 1,736 Aaron York
- 1,732 Kaisy Kahalany

- \$ 1,728 Shawntell Powell
- 1,726 Kyle Swanson
- 1,724 Eugene Garcia
- 1,720 Jesse Doherty
- 1,719 Aaron Cashen
- 1,717 Krystal Pearlman
- 1,715 Andrew Beck
- 1,714 Derrell Oliver
- 1,713 Vera Leus
- 1,713 Jennifer Exum
- 1,712 Franklin Chacin Finol
- 1,709 Lloyd Patterson
- 1,708 Luke Reiter
- 1,707 Joseph Wilson
- 1,707 Amanda Fox
- 1,703 Erimano Msafiri
- 1,703 Omar Taoufik
- 1,701 James Hodges
- 1,699 Kristle Roennpapel
- 1,698 Raeanne Johnson
- 1,694 Karen Camelo
- 1,693 Cassidy Griffin
- 1,693 Tabitha McDermid
- 1,693 Peyton McKerrick
- 1,691 Kandace Kleiner
- 1,691 Dean Stroud
- 1,689 Sabrina Agostini
- 1,686 Paul Pestian
- 1,684 Christopher McGlynn
- 1,683 Jeremy Digiovanni
- 1,680 Eyad Awdi
- 1,679 Krystal Colon
- 1,674 Alex Smith
- 1,672 Cara Richard
- 1,668 David Xaykosy
- 1,665 Bobby Ramjist
- 1,664 Gina Lopez
- 1,661 Dameyan Chambers
- 1,660 Patrick Locke
- 1,651 Fabian Aniekwensi
- 1,651 Cristian Perez
- 1,650 Eleisa Carlino Andrea
- 1,650 Adem Abdula
- 1,648 Eddie Pourjalali
- 1,647 Cheryl Jones
- 1,647 Jordan Moore
- 1,643 Shawn Toma
- 1,640 Shyann Kukonu
- 1,639 Michael Geyer
- 1,637 Anne Banco
- 1,637 Bryce Askev
- 1,634 Connor O'Donnell
- 1,632 Kareem Taylor
- 1,631 Julian Niewiadomski
- 1,629 Hilda Maria Mora Ramirez
- 1,628 Philicia Saephan
- 1,625 Kyle Baggett
- 1,622 Barbara King
- 1,621 Dustin Holtz
- 1,616 Isaiah Kinley
- 1,613 Abigail Jones
- 1,611 Andrew Severson
- 1,606 Michelle Linero Canal
- 1,604 Donald Wash
- 1,604 Harinderjit Sidhu
- 1,601 Danielle Guin
- 1,600 Mohammad Mansouri
- 1,587 Rachel Wieland



# WORLD'S GREATEST BONUS - CONTINUED

- \$ 1,587 Travis Carpenter
- 1,586 Meghan Hendrickson
- 1,585 Olguens Fils-Aime
- 1,585 Maria Galvez
- 1,585 Jared Bader
- 1,584 Rita Rider
- 1,583 Melissa Losk
- 1,582 Christopher Pummill
- 1,582 Andersen Luna
- 1,582 Adam Middleton
- 1,582 Diego Sucre Hernandez
- 1,578 Vivian Faris
- 1,576 Jesse Lane
- 1,575 Matthew Obringer
- 1,572 Phoebe He
- 1,571 Candace Dillon
- 1,570 Dillon Zartman
- 1,569 Ian Kouba
- 1,566 Esmeralda Cruz
- 1,560 Faber Diaz Quintanar
- 1,558 Morella Parejo
- 1,555 Reinaldo Martinez
- 1,553 Damaris Trejo
- 1,552 Shawnta Mitchell
- 1,552 Alejandro Sanchez Rios
- 1,551 Timothy Noe
- 1,549 Marcia Smith
- 1,546 James Clark
- 1,543 Dan Carter
- 1,534 Amanda Radich
- 1,531 Thomas Lytle
- 1,531 Jessica Rivera Villarroel
- 1,530 Amir Iranidoosthaghghi
- 1,529 Jacob Bish
- 1,523 Igor Melcharek
- 1,522 Sean Dillon
- 1,520 Rosa Teixeira
- 1,519 Nathan Hunt
- 1,519 Lamar Russell
- 1,516 Brenton Fulton
- 1,512 Lindsey Stakset
- 1,511 Jenny Torres De Villarroel
- 1,509 Matthew Mills
- 1,507 Sally Wilson
- 1,501 Sultan Hameen
- 1,499 Madisyn Eckard
- 1,489 Matthew Hefferon
- 1,488 Lukas Yoder
- 1,488 Mitchell McLaughlin
- 1,486 Rushawn Grange
- 1,486 Giancarlo Quintana
- 1,476 Kristi Bogart
- 1,476 Marshall Weinberg
- 1,476 Samuel Pelkey
- 1,476 Christy Anderson
- 1,476 Miguelangel Schwarzenberg
- 1,470 Sierra Hinkle
- 1,469 Bryan Froneberger
- 1,467 Damian Davis
- 1,467 John Festa
- 1,465 Silvia Polidoro Cisneros
- 1,464 Jonathan Ballard
- 1,463 David Matsudaira
- 1,463 Nouraddin Hussein

- \$ 1,460 Tonjeria Haddly
- 1,459 Ronaldo Leon
- 1,455 Adrian Horsham
- 1,454 Brisamar Giles
- 1,454 Nosahare Osagie
- 1,453 Vanessa Forouzan
- 1,453 Deborah Trout
- 1,451 Sophia Campbell
- 1,451 Nathan Savery
- 1,448 Joseph Michelin
- 1,447 Jeffrey English
- 1,445 Amie Kallweit
- 1,445 Anaka Moss
- 1,444 Steffanie Arce
- 1,443 Nicole Bright
- 1,440 Adam Telegraphis
- 1,436 Murilo Farina
- 1,436 Melinda Skinner
- 1,432 Lawrence Pryor
- 1,430 Nathan Luna
- 1,420 Marquis Williams
- 1,420 Aisha Ahmad
- 1,418 Usman Ayaz
- 1,416 Sonya Martin
- 1,415 Edna Azada
- 1,415 Edward DeFurio
- 1,412 Jacob Lavallie
- 1,409 Jesus Luarca
- 1,406 Daneisy Ayala
- 1,399 Lori Hamel Johnson
- 1,398 Adrion Robertson
- 1,397 Desiree Moore
- 1,396 Maxon Elozier
- 1,394 Oliyany Matos Abella
- 1,394 Ashley Clarke
- 1,393 Kodi Barton
- 1,392 Yeohana Serrano
- 1,392 Georgina Boquel
- 1,390 Shawnta Dubois
- 1,387 Omer Bodair
- 1,387 Juanice Crowley
- 1,387 Lillian Porter
- 1,385 Endri Shkambi
- 1,382 Melissa Elam
- 1,381 Mitchell Webb
- 1,377 Kathryn Fell
- 1,377 Awbrey Vachon
- 1,377 Timothy Bugge
- 1,376 Marian Gerges
- 1,376 Ashley Van Buren
- 1,375 Sharon Potter
- 1,369 Brittany Williams
- 1,368 Johnathon Bogoslawski
- 1,361 Kimberly Maya
- 1,361 Begona Patino-Lopez
- 1,356 Micah Poplin
- 1,354 Raven Franklin
- 1,352 Alifonzo Garcia
- 1,349 Jagdish Sukhu
- 1,348 Bernardo Lopez
- 1,347 Penelope Bailey
- 1,346 Charista Huecker
- 1,343 Jared Kovach
- 1,341 Donald Wolak
- 1,340 Jadwiga Martins

- \$ 1,340 Rana Shirer
- 1,339 Jennifer Joseph
- 1,338 Matthew Russo
- 1,337 Michele Faul
- 1,337 Avery Price
- 1,334 Andrea Silva
- 1,334 Jeffrey Tillman
- 1,332 Michael Chapman
- 1,331 Logan Klink
- 1,330 Kelly Nelson
- 1,330 Rogelio Heredia
- 1,328 Samuel Sorrels
- 1,328 Gregory McDuffie
- 1,328 Tarek Berry
- 1,326 Trentan Stamm
- 1,324 Ashley Hegewald
- 1,320 Lorena Herndon
- 1,320 Tiffany Velasquez
- 1,319 Cesar Fernandez Vieira
- 1,318 Genesis Medina Mendoza
- 1,313 Andrew Cozby
- 1,311 James Mathews
- 1,310 Vitaliy Stoykevich
- 1,308 Hakan Ozalpaskan
- 1,308 Victoria Richards
- 1,307 Drew Main
- 1,307 Alyssa Ernst
- 1,305 Madelyn Sanders
- 1,305 Nicklaus Boker
- 1,303 Shundra Hampton
- 1,302 Sophia Henriquez
- 1,302 Grant Thompson
- 1,302 Brianne Willett
- 1,299 Patrick Sullivan
- 1,299 Katie Stahulak
- 1,298 Gavin Kingsley
- 1,298 Ebony White
- 1,292 Larry Faria Rodriguez
- 1,292 Thomas Siebert
- 1,291 Joshua Hammond
- 1,289 Michael McLaughlin
- 1,288 Joyce Badame
- 1,285 Tara Cottongim
- 1,283 Jazlin Navarrete
- 1,283 Tod Bergler
- 1,282 Axyle Reddicks-Schilling
- 1,281 Jack Craig
- 1,281 Heather Watson
- 1,276 Carly Baird
- 1,275 Jack Fisher
- 1,274 Andrea Schmitt
- 1,270 Michael Lester
- 1,267 Johnathon Bogoslawski
- 1,265 Guillermo Diaz
- 1,263 Stefransky Lemoine
- 1,261 Howard Dotson
- 1,257 Ayisha Henry
- 1,255 Mohamed Jaffer
- 1,254 Geoffrey Humboldt
- 1,253 Meredith Pugh
- 1,253 Jourdan Powell
- 1,249 Alejandro Perera
- 1,248 Karli McCleery
- 1,243 Troy Henderson
- 1,243 Carla Garcia Betancourt

- \$ 1,243 Avion Johnson
- 1,242 Elio Mertiri
- 1,241 Evan Stewart
- 1,241 Courtney Kern
- 1,240 Malcolm Pasquier
- 1,238 Nathalia Hernandez
- 1,236 Jose Manzo
- 1,235 Craig Tisdale
- 1,233 Nicholas Smith
- 1,233 Maria Spina
- 1,233 Zayd Burns
- 1,232 Christopher Gulick
- 1,232 Cameron Ontko
- 1,231 Hans Klink
- 1,230 Denzel Covington
- 1,230 Preston Klutz
- 1,229 David Bilotti
- 1,229 Jordan Jones
- 1,228 Jordan Ford
- 1,227 Steven Valentim
- 1,226 Jayvon Braxton
- 1,226 Kyle Beatty
- 1,225 Juanita Barr
- 1,224 Ahmed Tawfeeq
- 1,224 Amanda Morisoli
- 1,223 Antonio Bonaiuto Beyloine
- 1,223 Jonathan Ojendi
- 1,223 Vanessa Tedesco
- 1,223 Benjamin Giamalva
- 1,222 Ramal McLendon
- 1,221 Ashley Kopchak
- 1,220 Laurekins Pardovani
- 1,220 Meghan Thomas
- 1,219 Yesenia Ortiz
- 1,218 Braydon Cameron
- 1,218 Nicole Bolognesi
- 1,217 Olga Santillanes
- 1,216 Brent Dukes
- 1,214 Kimberly Alston
- 1,211 Paola Ramos
- 1,210 Quentin Ragin
- 1,208 Cole Morgan
- 1,205 Ashley Jackson
- 1,202 Deandre Barber
- 1,202 Adelma Delgado
- 1,200 Nicholas Gomez
- 1,200 Lamika Thurman
- 1,199 Maria Velasquez Farley
- 1,196 Brandon Hamilton
- 1,194 Nickalous Matyskiel
- 1,194 Karla Estrada
- 1,193 Monica Lee
- 1,193 Lance Sweeney-Devero
- 1,193 Tia Arevalo
- 1,192 Kyle Ocupe
- 1,189 Haley Alves
- 1,187 Khamfeuang Phothisene
- 1,186 Shelby Hollister
- 1,186 Kelly McDonald
- 1,185 Endy Suriel
- 1,183 Ranjana Chopra
- 1,183 Tasha Marker
- 1,180 Andrea Hendrickson
- 1,180 Caitlin Roth
- 1,179 Carissa Saad

- \$ 1,178 Nicholas Llewellyn
- 1,178 Robin Collier
- 1,177 William Burns
- 1,176 Misty Wiser
- 1,175 Shelby Poston
- 1,171 Matthew Norcup
- 1,170 Jordan Brown
- 1,169 Christian Bennett
- 1,168 Mac-Brien Ngunu
- 1,166 Matthew Watkins
- 1,164 Beverly Bishop
- 1,162 Christine Rosenairre
- 1,161 Cameron Mack
- 1,161 Rebecca Chacon
- 1,160 Colin Ghee
- 1,159 Natalie Mauder
- 1,159 Jessica Bulzacchelli
- 1,159 Fernando Marquina Saade
- 1,157 Isaiha Donohue
- 1,155 Maziar Taghdiry
- 1,154 Kaley Pichura
- 1,154 Gregory Martinez
- 1,154 Ninoska Sanchez
- 1,153 Demarcus Oliver
- 1,151 An Ngo
- 1,148 Patricia Kick
- 1,140 Kahlil Blakely
- 1,140 Canaan Cleveland
- 1,138 Joe Young
- 1,138 Katherine Nummy
- 1,137 Cedar Hansen
- 1,133 Marisa Brockway
- 1,131 Keeland Bryant
- 1,131 Erica Price
- 1,130 Prince Ray
- 1,129 Connor Brown
- 1,128 Marvin Hubbard
- 1,128 Carlos Colina
- 1,127 Haley McLeod
- 1,127 James Hopkins
- 1,127 Carlos Vargas
- 1,126 Michael Pici
- 1,126 Zaira Chowdhury
- 1,124 Rosemary Baez
- 1,124 Wasiq Warraich
- 1,123 Alaska Jimenez
- 1,123 Amy Cyphers-Littel
- 1,123 Peter Poulakis
- 1,123 Ronald Rivera
- 1,122 Erin Gonzalez
- 1,121 Angie Cuevas
- 1,117 Alined Moreno Barboza
- 1,114 Gage Harrington
- 1,114 Stephanie Metheny
- 1,113 Crystal Sulzer
- 1,112 Mario Soto
- 1,112 Duncan Johnston
- 1,111 Jorge Toribio
- 1,109 Michael Frabotta
- 1,109 Brittmarie Yarian
- 1,106 Evelin De La Paz
- 1,105 Cindy Duque Ordenez
- 1,102 Betsy Adney
- 1,102 Shayla Williamson
- 1,100 Katherine Peters-Bell

# REINSTATEMENT BONUS

1



**SPENCER SIMMONS**  
\$6,286  
Albert Serur

2



**NICHOLAS GASPARRO**  
\$5,668  
Sabrina Lloyd

3



**SAMI MOGANNAM**  
\$5,043  
Andrew McQuade

4



**ORBY KELLEY**  
\$5,012  
S-S-Bendure-Hartwig

5



**JOSEPH FAISANT**  
\$4,370  
Simon Arias

**MAY BONUS LEADERS** | PAYOUT: **\$118,376** | QUALIFIERS: **189**

- \$ 6,286 Spencer Simmons
- 5,668 Nicholas Gasparro
- 5,043 Sami Mogannam
- 5,012 Orby Kelley
- 4,370 Joseph Faisant
- 3,939 Mitchell Look
- 3,419 Miguel Hernandez
- 3,189 Marla Seicean
- 2,836 Denise Ley
- 2,832 Laurekins Pardovani
- 2,506 John Orr
- 2,106 Cody Toth

- \$ 2,020 Rosetta Wilkinson
- 2,009 Marc D'Emilia
- 1,894 Phyo Phyo
- 1,863 Joseph B Smith
- 1,854 Benjamin Newhouse
- 1,782 Jack Craig
- 1,721 Loraine Patterson
- 1,685 Nicholas Beyer
- 1,580 Gregory Caldwell
- 1,557 Kayla Kuhn
- 1,440 Hal Herman
- 1,417 Faith Jones

- \$ 1,408 Zenon Zorij
- 1,254 Jacob Walters
- 1,232 Alvin Hagens
- 1,003 Calvin Irving
- 971 Benjamin Giamalva
- 922 Tina Nelson
- 911 Djenabou Diallo
- 869 Craig Joseph
- 821 Dason Phaul
- 811 Christopher McMahan
- 797 Sabrina Ashraf
- 782 Scott Dillingham

- \$ 768 Shannon Necessary
- 764 Natalie Soboleva
- 755 Dyoma Ramirez-Robles
- 755 Steven Bensinger
- 735 Patrice Franklin
- 698 Ryan Luera
- 667 Jillian Heaney
- 662 Peter Kaplanis
- 659 Bradley Weigand
- 638 Maurice Baritz
- 637 Jack Keiderling
- 613 Joseph Hedborn

- \$ 610 Amy Baird
- 604 Evelyn Howell
- 582 Gina Kramer
- 579 Yoline Octave
- 568 Rhonda Komar
- 551 Ryan Vopat
- 538 Karen Griffith
- 519 Harjeet Rana

# DIRECT VIP BONUS

**MAY BONUS LEADERS** | PAYOUT: **\$149,000** | QUALIFIERS: **314**

- \$ 10,105 Firat Ucar
- 2,989 Silas Merkel
- 1,992 Nikolla Lulgjuraj
- 1,737 Austin Timmons
- 1,461 Hussien Mouzaiahem
- 1,432 Nikolai Zollinger
- 1,359 Dina Boghdady
- 1,295 Diana Cruz
- 1,292 Marisone Navor
- 1,284 Ashley Mysza
- 1,177 Hussein Kutkut
- 1,164 Damaris Trejo
- 1,162 Omaira Garces Ramonez
- 1,149 Heccy Rivas
- 1,127 James Ganci
- 1,104 Connor O'Donnell

- \$ 1,055 Nelson Sucre
- 1,052 Alex Cho
- 1,029 Justin Neal
- 1,023 Razan Zarba
- 1,022 Panaris Bregu
- 1,009 Marquies Price
- 977 Rahman Mashriqi
- 959 Ashley Applon
- 949 James Hodges
- 932 Kelly Nelson
- 925 Gavin McDonald
- 919 Jonathan Lu
- 904 Abraham Mogilevsky
- 899 Denzil Latimore
- 886 Justin Haisha
- 858 Jordan Brown

- \$ 857 Fabian Wilson
- 840 Crystal Mekdarasack
- 837 Ladan Rahbary
- 821 Sasha Oakes
- 808 Natalia Beltran Hernandez
- 798 Michael Valent
- 791 April Ross
- 771 Jessica Yates
- 736 Pablo Castro Gaulet
- 720 Juneth Zambrano De Grasso
- 637 Adrian Horsham
- 689 Jason To
- 684 Timipre Barigha
- 677 Shane Havel
- 675 Bradley Blumenshine
- 665 Lisbeth Vasquez Rodriguez

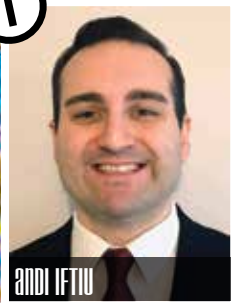
- \$ 662 Vanessa Rodriguez
- 662 Jennifer Savino
- 660 Jacqueline Prieto
- 652 Salaur Khorrami
- 643 Roger Fredericks
- 641 Robin Collier
- 640 Ardian Gojcaj
- 639 Cameron Mack
- 637 Sumarah Montas-Brown
- 637 Daulton Butler
- 627 Alex Jankowski
- 611 Shahriar Mohammadi
- 610 Jeremy Bruce
- 610 Victor Romero
- 607 Kelly Jones
- 596 Timothy Stone

- \$ 582 Christine LaGambina
- 567 Colette Balzano
- 566 Devin Armstrong
- 564 Alex Tran
- 555 Montzer Alwatan
- 551 Henry Long
- 545 Marisa Brockway
- 540 Raveen Franklyn
- 528 Raheem Nubani
- 528 John Wasserman
- 523 Rowyn Rivas
- 522 Caren Deanda
- 513 Carissa Saad
- 508 Bryon Eddinger
- 504 Brianna Baker



# LEADERSHIP BONUS

1



**ANDI IFTIU**  
\$120,130  
AO

2



**DANIEL LI**  
\$64,519  
AO

3



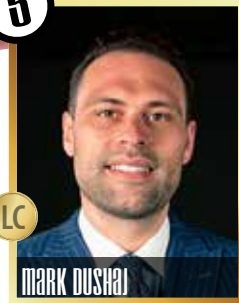
**BLEDAR BANE**  
\$49,475  
AO

4



**SEAN TAYLOR**  
\$41,605  
Henderson-Locker

5



**MARK DUSHAJ**  
\$38,242  
AO

## MAY BONUS LEADERS

PAYOUT: \$2,828,695

QUALIFIERS: 835

- \$ 120,130 Andi Iftiu
- 64,519 Daniel Li
- 49,475 Bledar Bane
- 41,605 Sean Taylor
- 38,242 Mark Dushaj
- 37,045 Zach Otto
- 34,719 Joshua Hosenbold
- 33,928 Arif Hajro
- 27,430 Mitzi Holmes
- 26,972 Mark Neilson
- 25,465 Joseph Gojcaj
- 23,816 Chilynn Acevedo
- 23,043 Katelyn Ucar
- 21,775 Eno Iftiu
- 21,213 Joshua Olin
- 21,086 Ashlynn Orng
- 21,060 Joseph Michelin
- 20,821 Steven King
- 20,037 Matthew Conrad
- 19,485 Taleb Jammoul Hajali
- 19,269 Spencer Kozej
- 18,452 Ashley Rust
- 17,489 Joseph Tomanovich
- 17,156 Nathan Frahm
- 17,034 Blake Higuchi
- 16,812 Jonathan Rindt
- 16,325 Jillian Getz
- 16,174 Ian Zollos
- 15,327 Carol Fernandez
- 15,244 Jenny Kim
- 14,994 Arturo Romero
- 14,935 Jhanna Valerio Vivas
- 14,533 Maria Bonilla Borrego
- 13,552 Brandon Gamagami
- 13,513 Alexandra Berberich
- 13,217 Clayton Slaughter
- 13,095 Phi Phan
- 12,865 Kevin Gillum
- 12,492 Michael Burningham
- 12,433 Bobby Gujral
- 12,313 Juan Leonardo
- 12,089 Alexander Gomez
- 11,947 Taulant Bane
- 11,906 Carrington Hanna
- 11,853 Jared Guglielmino
- 11,729 Michael Denton
- 11,601 Carlos Navas

- \$ 11,458 Alejandra Larez Morales
- 11,431 Christian Gojcaj
- 11,398 Jeffrey Espinal
- 11,351 Caritza Rojas
- 11,342 Dianka Blash
- 11,297 Ryan Martin
- 11,195 Joshua Hartwig
- 11,036 Mario Hajro
- 10,854 Joseph Crivelli
- 10,745 David Carpenter
- 10,694 Steven Warner
- 10,406 Justin Adams
- 10,404 Alexandria Greer
- 10,378 Augusto Arango
- 10,188 Tanner West
- 10,161 Nicholas Chuma
- 10,104 Franco Bilotti
- 10,092 Aaron Piotrowski
- 10,020 Bobby Park
- 9,960 Sabrina Agostini
- 9,946 Daniel Perkins
- 9,850 Carlo Buhay
- 9,573 Kingsley Ibeh
- 9,451 Robin Gonzalez
- 9,309 Chris La Fond
- 9,197 Parveen Lakhani
- 8,696 Jillian Getz
- 8,667 Donald Lewis
- 8,522 Mohamed Aljahmi
- 8,404 Joshua McTier
- 8,325 Oscar Gastelum
- 8,281 Melissa Sidoti
- 8,256 Daniel Pacheco
- 8,201 Troy Plummer
- 8,067 Francesca Veltri
- 7,981 Britton Costa
- 7,906 Edward Leon
- 7,892 Rana Shirer
- 7,684 Tami Chaimov
- 7,673 Kamal Tayyib
- 7,650 Alon Barnur
- 7,585 Veronica Coval
- 7,525 Jesse Barker
- 7,429 Ryne Morozowski
- 7,389 Michele Stewart
- 7,375 Laurence Moore
- 7,259 Stella Roznovan

- \$ 7,209 Jozef Tinaj
- 7,196 Michael McKiernan
- 7,125 Brandon Hughes
- 7,108 Fernando Coiran
- 7,060 Kelechi Anele
- 7,011 Tyler Lan
- 7,005 Bobby Hamilton
- 6,977 Adrain Alfred
- 6,846 Jessica Chang
- 6,834 Romal Omid
- 6,783 Mike Paragiou
- 6,745 Viktorious Dugan
- 6,652 Abigail Luna Rodriguez
- 6,605 Jordan Stelzer
- 6,571 Eric Thompson
- 6,527 Travis Picklesimer
- 6,524 Peter Gabranski
- 6,500 Derek Foore
- 6,495 Evelyn Leon-Perez
- 6,494 Alan Sedaghat
- 6,426 Erica Lent
- 6,410 Susana Vargas
- 6,394 King Thomas
- 6,335 Zackarea Hakim
- 6,295 Brandon Summertown
- 6,248 Matthew Hunsberger
- 6,218 Matthew McDowell
- 6,176 Daniel Prinzo
- 6,125 Tyler Teague
- 6,115 Katie Stahulak
- 6,077 Ervin Metaj
- 6,017 Luciano Valero Vidal
- 6,005 Jake Kim
- 5,985 David C Williams
- 5,962 Aldo Ramirez Marinelli
- 5,909 Dustin Dunbar
- 5,829 Phillip Rigoli
- 5,794 Anthony Salerno
- 5,738 Magda Figueiredo
- 5,653 Christopher Larsen
- 5,650 Gregory Rudolph
- 5,637 Tristin Haynes
- 5,598 Priscilla Blanco
- 5,589 Noah Vongunden
- 5,543 Kevin Appasamy
- 5,533 Ryan Stenglein
- 5,507 Melinda-Rae Lyse

- \$ 5,474 Trevor Hawkins
- 5,461 Tyler Tasa
- 5,410 Maria Lagios
- 5,294 Jesse Fullmer
- 5,197 Chad McLaughlin
- 5,187 Johny Gerges
- 5,151 Micah Focken
- 5,145 Jonathan Ballard
- 5,119 Christopher Burkholder
- 5,082 James Fangmann
- 5,080 Brandon Minor
- 5,005 Doris Martinez Garcia
- 5,005 Brandon Bennett
- 4,973 Zakaria Elgahmi
- 4,968 Jihad Ottallah
- 4,968 Elio Mertiri
- 4,923 Braydon Cameron
- 4,904 Brian Tanner
- 4,882 Adem Abdula
- 4,862 James Sodan
- 4,803 Evan Stewart
- 4,792 Ed-Maggie Myrthil
- 4,725 William Thomas
- 4,718 Tomarus Burks
- 4,713 Paul Samra
- 4,690 Panaris Bregu
- 4,682 Andrew Hynan
- 4,678 Hasan Ghazal
- 4,676 Bruce Viaje
- 4,671 Evan Donoghue
- 4,666 Stephen Davis
- 4,655 Breyon Williams
- 4,645 Jordan Brown
- 4,583 Kathleen McArthur
- 4,574 Cisco Perez
- 4,509 Marie Laine
- 4,475 Maurice Brown
- 4,472 Jorge Toribio
- 4,444 Mark Bernsdorff
- 4,432 Derek Johnson
- 4,424 Alexandra Key
- 4,377 Anthony Mazurkewicz
- 4,370 Kenneth Barker
- 4,342 George Shafiek
- 4,335 Raul Pinto
- 4,307 Nikola Homesin
- 4,302 Michael Geyer

- \$ 4,264 Mickey Adkins
- 4,234 Daniel Arzate Roa
- 4,213 Andrew Bishop
- 4,193 Tucker Gregor
- 4,176 Patricia Cicerale
- 4,160 Marc Futterweit
- 4,097 Mark Lomonaco
- 4,094 Tyler DuBois
- 4,084 Rebecca Patterson
- 4,077 Javier Diaz
- 4,013 Cody Gardner
- 4,006 Olusola Awosanya
- 4,002 Christopher Rolph
- 3,994 Richard Sidoti
- 3,992 Justin Hermann
- 3,987 Arcelia Zizumbo
- 3,975 Carmen Pena Guedez
- 3,973 Marvin Gonzalez
- 3,971 Michael Cirelli
- 3,950 Mitchell McLaughlin
- 3,949 Meaghan Krecsko
- 3,948 Ross Ewen
- 3,938 Chris McFoy
- 3,899 Dan Ikei
- 3,845 Nelson Sucre
- 3,836 Nicholas Beyer
- 3,834 Anthony Wilson
- 3,799 Sara Vaz
- 3,798 Robert Jackson
- 3,776 Massoud Vaziri
- 3,766 Christina Salvatore
- 3,763 Jacquelyn Andaluz
- 3,748 Omar Billy
- 3,747 Akram Mirahmadi Shalamzari
- 3,744 Justin Neal
- 3,743 David Gallagher
- 3,698 Jesus Parra
- 3,686 Danny Souri
- 3,673 Alyssa Shamsi
- 3,655 Sokol Fazliu
- 3,638 Randall Cook
- 3,622 Jonathan Giaco
- 3,606 John Santosuosso
- 3,602 Jarrell Jackson
- 3,529 Nicole Preston
- 3,502 Alberto Alcalá
- 3,439 Ana Machado Rodriguez

- \$ 3,438 Muzit Berhe
- 3,430 Bruce Alford
- 3,394 Tichina Haughton
- 3,390 Alyssa Libby
- 3,390 John Collins
- 3,381 Jose Mejia
- 3,369 Gabriela Sime
- 3,355 Richard Zuccato
- 3,338 Jonathan Da-Al
- 3,334 Jessica Specht
- 3,317 Devin Moore
- 3,305 Matthew Sutton
- 3,241 Daniel Zotter
- 3,228 Ashley Applon
- 3,223 Damian Woods
- 3,214 Alex Jankowski
- 3,213 Manique Sala
- 3,158 Paige Zuzick
- 3,131 Jennifer Gilkie
- 3,099 Avion Johnson
- 3,083 Kelly Schoenherr
- 3,081 Austin Macias
- 3,079 Sierra Kelsey
- 3,045 James Evans
- 3,041 Alipate Makaui
- 3,013 Lauretta Bawo
- 3,010 Jesse Weaver
- 2,987 Genesis Medina Mendoza
- 2,978 Jonathan Meyer
- 2,930 Andrew Chambers
- 2,918 Bruno Nuro
- 2,912 Joshua Butrey
- 2,912 Matthew Melhorn
- 2,889 Matthew Hudlin
- 2,889 Blair Sheppard
- 2,858 Robert Joseph
- 2,855 Michael Botond
- 2,841 Giovanni Vacca
- 2,831 Alexis Pineiro
- 2,830 Bryce Engstrom
- 2,810 Steven Dell
- 2,808 Heriberto Chavez
- 2,763 Christopher Hintz
- 2,755 Tanner Duy
- 2,739 Ashlyn Lauderdale
- 2,726 Ileana Tineo
- 2,724 Austen Oakes
- 2,717 Diego Vargas
- 2,712 Maria Lugo Rincon
- 2,697 Matthew Ward
- 2,686 Ahmed Elagrab
- 2,679 Kurt Meaux
- 2,669 Kade Beck
- 2,657 Alejandro Jardon
- 2,624 Kurt Evans
- 2,622 Jonanie Scarlett
- 2,600 Tension Mather
- 2,565 Iffrah Tahir
- 2,542 Cole Hatfield
- 2,522 Michael Locke
- 2,508 Jesse Benwell
- 2,506 Samuel Artzis
- 2,499 Adam Wheeler
- 2,495 Dalton Cassavoy
- 2,491 Jacob Krakora
- 2,483 Aaron Friedlander
- 2,461 Michael Gerstein
- 2,453 Melissa Hayfa
- 2,450 David Wang

- \$ 2,418 Sayed Hashimi
- 2,406 Robert Hepler
- 2,392 Joshua Goodman
- 2,392 Justin Maska
- 2,391 Marvin Fernandez
- 2,373 Eric Caballero
- 2,361 Weena Centeno-Wade
- 2,349 Justin Sutton
- 2,348 Aaron Patt
- 2,337 Brenna Behan
- 2,320 Ashkan Khoshmagham
- 2,319 Billie Beverley
- 2,296 Bradley Blumenshine
- 2,294 Jonathan Pollock
- 2,287 Hector Luque
- 2,276 Joshua Notte
- 2,262 Ruben Terrero
- 2,251 Daniel Schwartz
- 2,241 Thomas J Vena
- 2,215 Johnny Fuller
- 2,214 Jusem Hajali
- 2,213 Peer Shmelzer
- 2,209 Shereen Catalano
- 2,182 Jason Bratin
- 2,176 Ryan Marquis
- 2,163 Ngan Pham
- 2,157 Juan Olvera
- 2,151 Adam Kidikas
- 2,144 Devin Lewis
- 2,137 Morgan Lobello
- 2,129 William Parmeter
- 2,123 Regina Koonce
- 2,060 Nakita Fortin
- 2,043 Eric Martinez
- 2,043 Jenna Grula
- 2,015 Darez Meriwether
- 1,981 Michael Conner
- 1,981 Jimmy Johnson
- 1,972 Nicole Wright
- 1,966 Joseph Nelson
- 1,962 Matthew Bogle
- 1,954 Luay Ghawi
- 1,947 Nicki Griffiths
- 1,943 Tanya Diaz
- 1,924 Lubraska Iguaro
- 1,905 Nina Dolman
- 1,904 Tevin Overton
- 1,903 Stephen Bowen
- 1,896 Ariana Conner
- 1,893 Giorgi Gogidze
- 1,878 Matthew Kerfoot
- 1,876 Jennifer Siregar
- 1,875 Lennon Burnett
- 1,873 Luis Holguin-Juarez
- 1,868 Shannon Stewart
- 1,866 Dillon Zartman
- 1,859 Mark Lahijani
- 1,855 Calvin Judd
- 1,855 John Curry
- 1,849 Kaia Pirazzini
- 1,843 Samantha Garcia
- 1,838 Jacob Reiter
- 1,836 Kurt-James MacMillan
- 1,814 Nicole Herrin
- 1,788 Jose Matos
- 1,788 Aubrey Wolfe
- 1,776 Camron Chavez
- 1,773 Damaris Trejo
- 1,773 Justin Diaz






- \$ 1,749 Rea Lynch
- 1,743 Tiffany Bertao
- 1,741 Davina Vo
- 1,720 Ardian Gojcaj
- 1,718 Gunnar Jorstad
- 1,710 Tyler Worstell
- 1,703 Timothy Welsh
- 1,694 Raul Rojas
- 1,690 Quinn Boucaud
- 1,666 Katy Rivera
- 1,650 Clayton Friday
- 1,630 Daniela Rangel
- 1,624 Cesar Romero Vasquez
- 1,621 Alejandro Sanchez Rios
- 1,612 Tyler Ortiz
- 1,609 Nabil Atallah
- 1,606 Ahmad Aqel
- 1,605 Kevin Beaver
- 1,605 Griffin Parker
- 1,604 Ashley Beasley
- 1,577 Patrick Knouse
- 1,570 Kahlil Blakely
- 1,550 Shalom Chaimov
- 1,547 Bradley Christiansen
- 1,540 Enri Sako
- 1,533 Steven Pavel
- 1,528 Razan Zarba
- 1,525 Jesse Doherty
- 1,509 Daniel Nava
- 1,499 Nelson Desmond
- 1,478 Jake Yagjian
- 1,474 Stephanie Burghardt
- 1,473 Sean Gillespie
- 1,468 Al-Shakise Anderson
- 1,461 Edward DeFurio
- 1,451 Evan Holzhauser
- 1,445 Wilbert Woods
- 1,444 Arthur Trost
- 1,444 Awbrey Vachon
- 1,442 Brian Herb
- 1,431 Kevin Musai
- 1,427 Meredith Woolverton
- 1,426 Samuel Marzula
- 1,413 Teresa Rasmussen
- 1,403 Kasali Kotun
- 1,402 Brady Basinger
- 1,399 Tabitha Sanders
- 1,396 Daniel Umbertone
- 1,393 Demary Oliver
- 1,390 Nicklaus Boker
- 1,388 Jeremiah Russin
- 1,387 Mayra Robles
- 1,383 Rolando Robledo
- 1,351 Jacob Rosinsky
- 1,346 Zachery Kertulis
- 1,345 Melinda Skinner
- 1,331 Rosmary Ruiz Castro
- 1,318 Matthew Cartwright
- 1,318 James Marks
- 1,309 Jinelly Carvajal
- 1,302 Lindsey Stakset
- 1,290 John Crespín
- 1,290 Garron Moffett
- 1,282 Aubrie Ray
- 1,279 Brent Bowling
- 1,266 Nicholas Opacian
- 1,261 Jessie Holland
- 1,256 Jeffery May
- 1,239 Lance Manago

- \$ 1,230 Jesse Rennich
- 1,229 Normaned Arocho Pendas
- 1,226 Carlos Colina
- 1,209 Jordan Hamrick
- 1,205 Tyler Cox
- 1,196 Kingsley Hansen
- 1,195 Chase Miller
- 1,192 Michael Maloney
- 1,186 Matthew Abdo
- 1,166 Sylvain Kalombo
- 1,158 Paola Asaro Avila
- 1,157 William Flournoy
- 1,152 Travis Vaughn
- 1,142 Nicole Bolognesi
- 1,136 Jose Heredia
- 1,123 David Bilotti
- 1,079 Ethan Tolbert
- 1,077 Tina Skalkos
- 1,075 Patricia Zeitz
- 1,070 Jayvon Braxton
- 1,067 James C Romero
- 1,057 Braeden Gilbert
- 1,054 Jennifer Jantzen
- 1,045 Ryan Luera
- 1,043 Woodrow Kincaid
- 1,039 Pedro Bolivar Pena
- 1,033 Brittmarie Yarian
- 1,026 Lindsay Cary
- 1,026 Victoria Lewis
- 1,021 Samantha McComas
- 1,004 Troy Henderson
- 1,001 Todd Engelson
- 994 Andres Liranzo
- 993 Lalitha Janardhanan
- 985 Jamie Beuschel
- 981 Carlos Iraheta Barrientos
- 977 Alessandro Succurro
- 957 Matthew Obringer
- 950 Luis Almaguer
- 947 Serge Brouillette
- 935 Miguel Diego
- 934 Caren Deanda
- 929 Jose Castillo
- 928 Peter Ko
- 928 Kasali Kotun
- 915 Joshua Elkins
- 911 Patrick Donovan
- 909 Monica Lee
- 904 Ryan Slone
- 902 Christina Babcock
- 896 Justin Lowe
- 892 Donald Shafer
- 891 Selale Booher
- 889 Brennen Guerin
- 885 John Catalano
- 877 Craig Stropmf
- 872 Stephen Gordon
- 872 Colin Ghee
- 868 Eileen Burningham
- 853 Margarita Hickman
- 849 Nathaniel Magda
- 847 Anna Vinogradova
- 841 Eric Snyder
- 837 Lidia Meglei
- 831 Connor O'Donnell
- 819 Anthony Solano
- 815 Leanna Sinclair
- 813 Shahab Mahdavejad
- 809 Jake Gelb

- \$ 809 Logan Buckley
- 807 Roxie Soto
- 800 Jin Chen
- 798 Martin Groves
- 790 Aaron Luczak
- 788 Sasha Oakes
- 785 Thomas Huynh
- 772 Doron Freud
- 766 Anthony Dell'anno
- 762 Taj Tumber
- 750 David Staffieri
- 748 Rodney Jones
- 739 Nairobi Contreras
- 738 Ashley Johnston
- 731 Tina Lopez
- 721 Lamar Russell
- 724 Christopher Bungay
- 705 Joseph Sixta
- 704 Ronaldo Leon
- 697 Peter Kwiatkowski
- 696 Anaka Moss
- 696 Thomas Hager
- 696 Michael Schaefer
- 688 Astrid Gomez Castrillon
- 687 Levar Morgan
- 686 Caitlin Roth
- 672 Adrian Bendo
- 668 Tecole Smith
- 666 Gavin Gambhir
- 664 Kaiden Herald
- 660 Ryan Cummings
- 657 Cassandra Bryce
- 656 Malik Duncan
- 654 Yolamar Picon Mora
- 649 Sherrie McCarty
- 647 Salaur Khorrami
- 641 Jayme Valle
- 634 Christopher Botelho
- 632 Walter Henderson
- 631 Kyle Baggett
- 621 Raya Ayar
- 620 Kristie Wagner
- 612 Sophia Campbell
- 612 Timipre Barigha
- 611 Jeffrey Hall
- 600 Morgan Boneberg
- 595 Claude Hamilton
- 590 Kristi Basho
- 588 Brody Maughan-Evanson
- 581 Darrin Roberts
- 579 Peter Poulakis
- 579 Maurice Coleman
- 564 Preston Klutz
- 560 Oscar Cardoza
- 552 Emily Klich
- 552 Joshua Jackson
- 552 David Ramirez-Benitez
- 548 Justin Rydzial
- 547 Jennifer Savino
- 543 Dustin Hess
- 542 Jason Green
- 541 Amanda Urdaneta
- 534 Ryan Parrish
- 533 Blake McClain
- 525 Anthony Williams
- 513 Tabitha McDermid
- 512 Jensen Symonds
- 511 Madelyn Sanders
- 511 Matthew Diulus



# SA/9A DIRECT CODE FIELD TRAINING BONUS






<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>CRYSTAL MEKDARASACK</b>	<b>KELLY JONES</b>	<b>ANTONIO REYES</b>	<b>AMANDA URDANETA</b>	<b>ISAIAH TOWNSEND</b>
<b>\$13,734</b> AO	<b>\$11,613</b> Henderson-Locker	<b>\$11,481</b> Albert Serur	<b>\$10,060</b> Walter Icaza	<b>\$8,002</b> Fisher-Hall

- |  |   |   |   |   |
|--|---|---|---|---|
| <ul style="list-style-type: none"> <li>\$ 799 Ali Musa</li> <li>798 Jesse Spencer</li> <li>796 Michael Born</li> <li>794 Raymar Ruiz Ramos</li> <li>786 Deshaunte Longley</li> <li>778 Keenan Bignall</li> <li>777 Nicole James</li> <li>770 Ciana Lacour</li> <li>770 Deidra Uga</li> <li>767 Richard Dyer</li> <li>764 Denis Vasquez</li> <li>763 Vivian Faris</li> <li>757 Logan Buckley</li> <li>756 Rubin Chaimov</li> <li>753 Dorothea Dockett</li> <li>749 Daniel Arnold</li> <li>745 Kevin Gonzales</li> <li>739 Clayton Lite</li> <li>736 Courtney Weseman</li> </ul> | <ul style="list-style-type: none"> <li>\$ 735 Mitchell Dorfman</li> <li>733 Valerie Sanchez</li> <li>731 Anaka Moss</li> <li>730 Genesis Medina Mendoza</li> <li>722 Angela Canfield</li> <li>719 Ivan Galarza</li> <li>712 Geena Kapur</li> <li>702 Yanicka Ghoston</li> <li>702 Nicholas Poborsky</li> <li>692 Jenna Grula</li> <li>683 Moldavian Johnson</li> <li>681 Cassidy Griffin</li> <li>675 Endy Suriel</li> <li>671 Kara Roenspies</li> <li>671 Alexxys Lampkin</li> <li>671 Kawonia Washington</li> <li>666 Karissa Langill</li> <li>665 Shelbie Pagan</li> <li>650 Alek Filtz</li> </ul> | <ul style="list-style-type: none"> <li>\$ 645 Melissa Sharp</li> <li>642 Tomlin Douglas</li> <li>642 Ashley Mysza</li> <li>611 Yendy Avellaneda</li> <li>608 Nicole Bolognesi</li> <li>605 Chelsey Carpenter</li> <li>604 Jacob McClelland</li> <li>603 Tyler Bratton</li> <li>594 Dalton Moore</li> <li>591 Mitchell Mickovic</li> <li>591 Juan Aleman Madriz</li> <li>591 Jordan Hamrick</li> <li>589 Daoud Naser</li> <li>586 Rachel Bushman</li> <li>583 Aldry Asencio</li> <li>580 Kyle Baggett</li> <li>578 Noelia Chavez</li> <li>577 Eric Butt</li> <li>574 Michael Constant</li> </ul> | <ul style="list-style-type: none"> <li>\$ 574 Sophia Henriquez</li> <li>572 Melissa Quijano Martinez</li> <li>571 Steven Counts</li> <li>567 John Owens</li> <li>564 Madison Fritz</li> <li>564 Marian Gerges</li> <li>561 Drake Bauer</li> <li>560 Kyla Loso</li> <li>556 Lorena Barriere</li> <li>554 Caroline Mora</li> <li>554 Jacob Whitmarsh</li> <li>552 Ana Machado Rodriguez</li> <li>552 Manuel Alamo</li> <li>550 Alexis Middendorp</li> <li>549 Carlos Zambrano</li> <li>548 Betania Maury Cermenon</li> <li>544 Brian Colarusso</li> <li>543 Anthony Solano</li> <li>541 Cesar Fernandez Vieira</li> </ul> | <ul style="list-style-type: none"> <li>\$ 536 Calvin Dickherber</li> <li>535 Vanessa Rodriguez</li> <li>534 Jenny Curiel</li> <li>533 Drew Hall</li> <li>531 Selina Maldonado</li> <li>529 Ardian Gojcaj</li> <li>528 Angela Thompson</li> <li>527 April Ross</li> <li>526 Jean-Marie Otiom</li> <li>526 Maurice Coleman</li> <li>521 Sevante Yates</li> <li>522 Kristopher Cain</li> <li>511 Clayton Strawderman</li> <li>510 Jason Green</li> <li>510 Michele Faul</li> <li>508 Christine LaGambina</li> <li>506 Joanna Grossman</li> <li>502 Carlos Da Cruz</li> </ul> |
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**MAY BONUS LEADERS** | PAYOUT: **\$602,145** | QUALIFIERS: **632**

- |   |  |  |  |  |
|---|--|--|--|--|
| <ul style="list-style-type: none"> <li>\$ 13,734 Crystal Mekdarasack</li> <li>11,613 Kelly Jones</li> <li>11,481 Antonio Reyes</li> <li>10,060 Amanda Urdaneta</li> <li>8,002 Isaiah Townsend</li> <li>7,852 Ashley Applon</li> <li>7,386 Shakresha Parhams</li> <li>7,155 Jeremy Bruce</li> <li>6,040 Omar Fernandez</li> <li>5,906 Luis Almaguez</li> <li>5,417 Martin Correa Avila Robb</li> <li>5,406 Montzer Alwatan</li> <li>5,358 Ethan Tolbert</li> <li>5,227 Alexis Mena</li> <li>5,194 Nelson Sucre</li> <li>5,116 Nicholas Beyer</li> <li>4,961 Giselle Hernandez Zuniga</li> <li>4,693 Jessica Yates</li> <li>4,257 Keeland Bryant</li> <li>4,116 Damaris Trejo</li> <li>4,069 Garrett Amora</li> <li>4,002 Brady Basinger</li> <li>3,928 Juneth Zambrano De Grasso</li> <li>3,884 Joseph Sixta</li> <li>3,802 Blaine Fuller</li> <li>3,712 Anthony Iacovino</li> <li>3,571 Maryger Guedez</li> <li>3,534 Srinivas Yerraganti</li> <li>3,522 Walter Henderson</li> <li>3,506 Latoya Turner</li> <li>3,424 Luis Alvarez</li> <li>3,402 Sahrooz Hussain</li> <li>3,351 Caren Deanda</li> <li>3,312 Timothy Cruise</li> <li>3,302 Alex Cho</li> <li>3,233 Tyler Lan</li> <li>3,114 Dirk Devries</li> <li>3,055 Olimar Cassarino Figueroa</li> <li>3,054 Jordan Brown</li> <li>3,032 Justin Neal</li> <li>2,980 Gavin Gambhir</li> <li>2,920 John Rings</li> <li>2,869 Colten Rice</li> <li>2,854 Kelly Nelson</li> <li>2,832 John Raghu</li> <li>2,820 Troy Henderson</li> </ul> | <ul style="list-style-type: none"> <li>\$ 2,815 Carlos Iraheta Barrientos</li> <li>2,794 Rowyn Rivas</li> <li>2,786 Kendall Goslee</li> <li>2,766 Allie Henderson</li> <li>2,743 Edwin Paulsen</li> <li>2,734 Nolan Yarrington</li> <li>2,681 Torian Fields</li> <li>2,665 Ali Saad</li> <li>2,640 Alexander Weel</li> <li>2,502 Hannah Myers</li> <li>2,477 Zakaria Elgahmi</li> <li>2,444 Joshua Jenkins</li> <li>2,380 Victor Romero</li> <li>2,375 Eleisa Carlino Andrea</li> <li>2,374 Brett Miller</li> <li>2,370 Kyle Dance</li> <li>2,354 Nicole Cenknor</li> <li>2,352 Begona Patino-Lopez</li> <li>2,344 Jusem Hajali</li> <li>2,344 Krystal Pearlman</li> <li>2,330 Tyler Lala</li> <li>2,321 Michael Schaefer</li> <li>2,313 Daulton Butler</li> <li>2,274 Alyssa Duncan</li> <li>2,231 Cole Bramhall</li> <li>2,193 Rismary Colina Lopez</li> <li>2,167 Gage Harrington</li> <li>2,140 Liliana Valbuena Soto</li> <li>2,055 Michael Kosutich</li> <li>2,040 Alex Jankowski</li> <li>2,037 Jourdan Powell</li> <li>2,022 Justin Haisha</li> <li>2,012 Aaron Ebel</li> <li>2,008 Nicholas Opacian</li> <li>1,983 Trentan Stamm</li> <li>1,978 Rafael Melendez</li> <li>1,953 Diana Cruz</li> <li>1,945 Angel Marquez</li> <li>1,908 Isabella Chacin</li> <li>1,899 Michael Conner</li> <li>1,871 Nathan Haralson</li> <li>1,860 Leonardo Vidoza Perdomo</li> <li>1,834 Kimberly Ramirez</li> <li>1,804 Lee Samatowic</li> <li>1,765 Shannon Bashor</li> <li>1,749 Richard Dingle</li> </ul> | <ul style="list-style-type: none"> <li>\$ 1,745 Luissana Atacho Chirinos</li> <li>1,726 Mia Mitchell</li> <li>1,723 Alejandra Maldonado</li> <li>1,718 Sylvia Faucher</li> <li>1,700 Marisone Navor</li> <li>1,655 Marissa Kintzel</li> <li>1,649 Aubrie Koll</li> <li>1,634 Branden Bowman</li> <li>1,619 Dylan Hurd</li> <li>1,612 Heccy Rivas</li> <li>1,603 Omaira Garces Ramonez</li> <li>1,586 Arthur Ortega</li> <li>1,566 Beverly Jones</li> <li>1,561 Dylan Rankin</li> <li>1,555 Kyle Tate</li> <li>1,495 Garron Moffett</li> <li>1,472 Anthony Gray</li> <li>1,468 Kerly Salazar</li> <li>1,463 Alejandro Jardon</li> <li>1,461 Michael Nehme</li> <li>1,443 Peter Ko</li> <li>1,435 Allen Haralson</li> <li>1,434 Daulton Butler</li> <li>1,431 Kyle Ocupe</li> <li>1,415 Jessenia Shavlik</li> <li>1,413 Arthur Ramos</li> <li>1,405 Paola Ramos</li> <li>1,403 Adrion Robertson</li> <li>1,400 Hunter Wood</li> <li>1,383 Charles Gangloff</li> <li>1,364 Alexander Nachman</li> <li>1,358 Elizabeth Contreras</li> <li>1,356 Ashley Seborowski</li> <li>1,345 Nikolai Zollinger</li> <li>1,342 Zayd Alwawi</li> <li>1,323 Jeffrey English</li> <li>1,310 Samantha McComas</li> <li>1,309 Patrick Keohane</li> <li>1,290 Laura Kologenski</li> <li>1,274 Stephanie Montecillo</li> <li>1,265 Thomas Hager</li> <li>1,264 Jacqueline Prieto</li> <li>1,256 Kimberly Ramirez</li> <li>1,253 Shawntell Powell</li> <li>1,251 Ariane Davis</li> <li>1,238 Brenda Giron Rangel</li> </ul> | <ul style="list-style-type: none"> <li>\$ 1,237 Alyssa Contreras</li> <li>1,229 Devin Armstrong</li> <li>1,229 Krystal Colon</li> <li>1,228 Patricia Santamarina</li> <li>1,224 Julian Hicks</li> <li>1,223 Joshua Shoesmith</li> <li>1,212 Obinna Joseph</li> <li>1,201 Anthony Michael</li> <li>1,193 Stephen Perkins</li> <li>1,186 Roccina Concepcion Lopez</li> <li>1,181 Isaiah McGee</li> <li>1,179 Garrett Neese</li> <li>1,163 Karla Estrada</li> <li>1,162 Wade Campbell</li> <li>1,144 Blake Breitzke</li> <li>1,140 Mohammed Khurshid</li> <li>1,138 Nicholas Geyer</li> <li>1,129 Josiah Talton</li> <li>1,129 Tabitha Sanders</li> <li>1,126 Isaiah Ravenel</li> <li>1,111 Franko Bilbili</li> <li>1,109 Jessie Holland</li> <li>1,103 Vasilios Xenikakis</li> <li>1,083 Oliany Matos Abella</li> <li>1,081 Brittmarie Yarian</li> <li>1,075 Sumarah Montas-Brown</li> <li>1,072 Kekoa Jacobs</li> <li>1,065 Amber Vandivor</li> <li>1,057 Frank Irving</li> <li>1,048 Race Rogers</li> <li>1,043 Henry Stone</li> <li>1,032 Brandon Tolliver</li> <li>1,020 Mitchell Hambley</li> <li>1,017 Starla Cates</li> <li>1,012 Zayd Alwawi</li> <li>1,007 Ana Gabriela Lechuga</li> <li>1,005 Courtney Kern</li> <li>998 Jennifer Anthes</li> <li>998 Santino Ciocca</li> <li>994 Allison Lague</li> <li>994 Kiera Johnson</li> <li>992 Joshua Butrey</li> <li>990 Jordan Lienau</li> <li>988 Anthony Dell'anno</li> <li>965 Ebikomboere Igo</li> <li>954 Wilbert Woods</li> </ul> | <ul style="list-style-type: none"> <li>\$ 948 Thomas Bertino</li> <li>940 Rebecca Voorhees</li> <li>933 Matthew Sturgis</li> <li>931 Gary Louis-Charles</li> <li>920 Brad Toyama</li> <li>920 Emily Klich</li> <li>919 Nathan Garlow</li> <li>918 Oscar Alvarez</li> <li>910 Ryan Cummings</li> <li>908 Bradley Harrell</li> <li>905 Silas Merkel</li> <li>904 Ynggrid Seijas Garboza</li> <li>902 Iris Hinojosa</li> <li>902 Taylor Moran</li> <li>900 Cassandra Dieudonne</li> <li>899 Christina Babcock</li> <li>890 Karli McCleery</li> <li>889 Caleb Chippus</li> <li>888 Taylarr Nathaniel</li> <li>886 Gregory McCormick</li> <li>885 Jeffrey Lacerte</li> <li>881 Jamie Caldwell</li> <li>874 Aaron Curry</li> <li>872 Kevin Dempsey</li> <li>862 Joseph Suverkrup</li> <li>859 Jordan Ford</li> <li>854 Hussein Kutkut</li> <li>853 Luis Soriano</li> <li>841 Morgan Boneberg</li> <li>841 Ian Pickett</li> <li>840 Sean Gillespie</li> <li>840 Matthew Obringer</li> <li>836 Morella Parejo</li> <li>834 Aaron Greenspan</li> <li>833 Michael Wade</li> <li>827 Christy Anderson</li> <li>824 Yauri Victoria</li> <li>823 Jacoby Barry</li> <li>820 Matthew Lewis</li> <li>813 Paola Asaro Avila</li> <li>813 Aften Hamm</li> <li>811 Danika Cherisol</li> <li>809 Aidan Perez</li> <li>808 Gregory Grissom</li> <li>808 Nathalia Hernandez</li> </ul> |
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# SA/9A MONTHLY INCENTIVE BONUS

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>FIRAT UCAR</b>	<b>SILAS MERKEL</b>	<b>NIKOLLA LULJURAJ</b>	<b>AUSTIN TIMMONS</b>	<b>HUSSIEN MOUZAIAHEM</b>
<b>\$10,105</b> AO	<b>\$2,989</b> S-S-Parks-Salvaggi	<b>\$1,992</b> AO	<b>\$1,737</b> AO	<b>\$1,461</b> AO

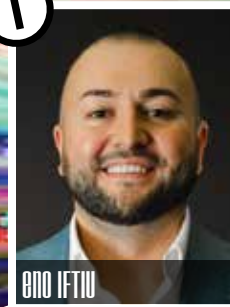
**MAY BONUS LEADERS** | PAYOUT: **\$149,714** | QUALIFIERS: **548**

- |   |   |  |  |   |
|---|---|--|--|---|
| <ul style="list-style-type: none"> <li>\$ 10,105 Firat Ucar</li> <li>2,989 Silas Merkel</li> <li>1,992 Nikolla Luljuraaj</li> <li>1,737 Austin Timmons</li> <li>1,461 Hussien Mouzaiahem</li> <li>1,432 Nikolai Zollinger</li> <li>1,359 Dina Boghdady</li> <li>1,295 Diana Cruz</li> <li>1,292 Marisone Navor</li> <li>1,284 Ashley Mysza</li> <li>1,177 Hussein Kutkut</li> <li>1,164 Damaris Trejo</li> <li>1,162 Omaira Garces Ramonez</li> <li>1,149 Heccy Rivas</li> <li>1,127 James Ganci</li> <li>1,104 Connor O'Donnell</li> </ul> | <ul style="list-style-type: none"> <li>\$ 1,055 Nelson Sucre</li> <li>1,052 Alex Cho</li> <li>1,029 Justin Neal</li> <li>1,023 Razan Zarba</li> <li>1,022 Panaris Bregu</li> <li>1,009 Marquies Price</li> <li>977 Rahman Mashriqi</li> <li>959 Ashley Applon</li> <li>949 James Hodges</li> <li>932 Kelly Nelson</li> <li>925 Gavin McDonald</li> <li>919 Jonathan Lu</li> <li>904 Abraham Mogilevsky</li> <li>899 Denzil Latimore</li> <li>886 Justin Haisha</li> <li>858 Jordan Brown</li> </ul> | <ul style="list-style-type: none"> <li>\$ 857 Fabian Wilson</li> <li>840 Crystal Mekdarasack</li> <li>837 Ladan Rahbary</li> <li>821 Sasha Oakes</li> <li>808 Natalia Beltran Hernandez</li> <li>798 Michael Valent</li> <li>791 April Ross</li> <li>771 Jessica Yates</li> <li>736 Pablo Castro Gaultet</li> <li>720 Juneth Zambrano De Grasso</li> <li>710 Adrian Horsham</li> <li>689 Jason To</li> <li>684 Timipre Barigha</li> <li>677 Shane Havel</li> <li>675 Bradley Blumenshine</li> <li>665 Lisbeth Vasquez Rodriguez</li> </ul> | <ul style="list-style-type: none"> <li>\$ 662 Vanessa Rodriguez</li> <li>662 Jennifer Savino</li> <li>660 Jacqueline Prieto</li> <li>652 Salaur Khorrami</li> <li>643 Roger Fredericks</li> <li>641 Robin Collier</li> <li>640 Ardian Gojcaj</li> <li>639 Cameron Mack</li> <li>637 Sumarah Montas-Brown</li> <li>637 Daulton Butler</li> <li>627 Alex Jankowski</li> <li>611 Shahriar Mohammadi</li> <li>610 Jeremy Bruce</li> <li>610 Victor Romero</li> <li>607 Kelly Jones</li> <li>596 Timothy Stone</li> </ul> | <ul style="list-style-type: none"> <li>\$ 582 Christine LaGambina</li> <li>567 Colette Balzano</li> <li>566 Devin Armstrong</li> <li>564 Alex Tran</li> <li>555 Montzer Alwatan</li> <li>551 Henry Long</li> <li>545 Marisa Brockway</li> <li>540 Raveen Franklyn</li> <li>528 Raheem Nubani</li> <li>528 John Wasserman</li> <li>523 Rowyn Rivas</li> <li>522 Caren Deanda</li> <li>513 Carissa Saad</li> <li>508 Bryon Eddinger</li> <li>504 Brianna Baker</li> </ul> |
|---|---|--|--|---|



# 50 RGA LEADERSHIP BONUS


1



**ENO IFTIU**  
\$152,070  
AO


2

LC



**MARIO HAJRO**  
\$147,936  
AO


3



**RYAN STENGLEIN**  
\$73,187  
AO


# 51 RGA 10% ROOKIE MGA PERSONAL PRODUCTION BONUS

1




**JOSEPH CRIVELLI**  
\$2,341  
Simon Arias

2



**STEVEN KING**  
\$2,327  
Darcy Schrieber

3



**SABRINA ASHRAF**  
\$2,209  
Theodore Pappas

**MAY BONUS LEADERS** | PAYOUT: **\$1,675,584** | QUALIFIERS: **179**

**MAY BONUS LEADERS** | PAYOUT: **\$46,674** | QUALIFIERS: **45**

- \$ 152,070 Eno Iftiu
- \$ 147,936 Mario Hajro
- \$ 73,187 Ryan Stenglein
- \$ 67,234 Taulant Bane
- \$ 64,712 Mark Neilson
- \$ 50,594 Jenny Kim
- \$ 50,001 Mark Dushaj
- \$ 39,917 Javier Diaz
- \$ 31,720 Corey Helly
- \$ 30,708 Justin Maska
- \$ 27,430 Robert Hepler
- \$ 25,149 Gabriela Sime
- \$ 24,737 Joshua Olin
- \$ 23,570 Mark Bernsdorff
- \$ 23,108 Mike Paragiou
- \$ 21,836 Carmen Pena Guedez
- \$ 21,279 David Carpenter
- \$ 21,060 Matthew Hudlin
- \$ 20,391 Zach Otto
- \$ 19,200 Daniel Pacheco
- \$ 18,155 Joseph Tomanovich
- \$ 17,468 James Marks
- \$ 16,508 Steven King
- \$ 16,501 Clayton Slaughter
- \$ 16,163 Taleb Jammoul Hajali
- \$ 16,073 Jake Yagjian
- \$ 15,826 Bobby Gujral
- \$ 14,772 Chris La Fond
- \$ 14,261 Matthew Diulus
- \$ 13,961 Eric Thompson
- \$ 13,851 Brody Maughan-Evanson
- \$ 13,260 Chase Miller
- \$ 12,645 Michael Cirelli
- \$ 12,375 Brandon Summerton
- \$ 12,314 Ryan Slone
- \$ 12,313 Francesca Veltri
- \$ 12,239 Andrew Bishop
- \$ 12,233 Hector Luque
- \$ 11,297 Edward DeFurio
- \$ 10,173 Justin Adams
- \$ 10,104 Beau Cullen
- \$ 9,928 Joseph Crivelli
- \$ 9,603 William Parmeter
- \$ 9,569 Jessica Chang
- \$ 9,372 Tomarus Burks
- \$ 9,197 Aaron Piotrowski
- \$ 8,818 Jeffrey Espinal
- \$ 8,418 Stella Roznovan
- \$ 8,256 Astrid Ebner
- \$ 7,991 Nicholas Chuma
- \$ 7,838 Anthony Mazurkewicz
- \$ 7,810 Sara Vaz
- \$ 7,650 Melinda-Rae Lyse
- \$ 7,094 Bobby Hamilton
- \$ 7,092 Christopher Hintz
- \$ 7,060 Carlo Buhay
- \$ 6,624 Brent Bowling
- \$ 6,601 Mark Lahijani
- \$ 6,598 Jinelly Carvajal
- \$ 6,426 Stephen Bowen
- \$ 6,410 Ed-Maggie Myrthil
- \$ 6,051 Johnny Ly
- \$ 6,017 Jhanna Valerio Vivas
- \$ 6,005 Zackarea Hakim
- \$ 5,990 Marissa Neff
- \$ 5,985 Sokol Fazliu
- \$ 5,634 Cody Gardner
- \$ 5,589 Spencer Kozoj
- \$ 5,348 Joshua Jackson
- \$ 5,145 Daniel Zotter
- \$ 5,079 Bruce Viaje
- \$ 5,073 Christopher Bungay
- \$ 4,978 James Sodan
- \$ 4,791 Paul Samra
- \$ 4,725 Matthew Conrad
- \$ 4,655 Chris McFoy
- \$ 4,612 Alexandra Graham
- \$ 4,608 Michael Burningham
- \$ 4,583 Romal Omid
- \$ 4,548 Sierra Kelsey
- \$ 4,444 Gregory Rudolph
- \$ 4,388 Jesus Parra
- \$ 4,358 Jason Bratin
- \$ 4,199 Phi Phan
- \$ 4,176 Magda Figueiredo
- \$ 4,094 Ryan Martin
- \$ 4,031 John Santosuosso
- \$ 4,002 Claude Hamilton
- \$ 4,002 Daniel Perkins
- \$ 3,990 Matthew Ward
- \$ 3,899 Blake Higuchi
- \$ 3,836 Randall Cook
- \$ 3,741 Andrew Chambers
- \$ 3,731 Patrick Donovan
- \$ 3,590 Patrick Knouse
- \$ 3,417 Matthew Abdo
- \$ 3,397 Doron Freud
- \$ 3,394 Kasali Kotun
- \$ 3,381 Robin Gonzalez
- \$ 3,355 Morgan Lobello
- \$ 3,338 Aaron Friedlander
- \$ 3,176 Venus Grier
- \$ 3,131 Adam Wheeler
- \$ 3,010 Ashlynn Orng
- \$ 2,887 Britton Costa
- \$ 2,830 Brandon Minor
- \$ 2,724 Giovanni Vacca
- \$ 2,697 Adam Kidikas
- \$ 2,686 Quashade Copney
- \$ 2,644 Justin Sutton
- \$ 2,625 Alberto Alcalá
- \$ 2,578 Devon Chapman
- \$ 2,522 Timothy Wilson
- \$ 2,509 Stephen Jubrey
- \$ 2,491 Zachery Kertulis
- \$ 2,373 Heriberto Chavez
- \$ 2,253 Omar Billy
- \$ 2,176 Paige Zuzick
- \$ 2,170 Michael Romero
- \$ 2,157 Alexandria Greer
- \$ 2,144 Kingsley Hansen
- \$ 2,115 Jorge Caridad
- \$ 2,024 Meaghan Krecsko
- \$ 2,015 Bobby Park
- \$ 2,014 Matthew Sutton
- \$ 1,972 Jake Gelb
- \$ 1,962 Jennifer Ragan
- \$ 1,893 James Fangmann
- \$ 1,868 Nicole Herrin
- \$ 1,855 Chilynn Acevedo
- \$ 1,855 Edward Leon
- \$ 1,836 Hasan Ghazal
- \$ 1,815 Justin Hermann
- \$ 1,776 Conner White
- \$ 1,743 Jadelene Welty
- \$ 1,550 Tami Chaimov
- \$ 1,525 Tyler Worstell
- \$ 1,468 Nabil Atallah
- \$ 1,451 Tucker Gregor
- \$ 1,427 Aubrie Ray
- \$ 1,346 Derek Foore
- \$ 1,311 Michael Botond
- \$ 1,213 Michael McKiernan
- \$ 1,189 Jonathan Rindt
- \$ 1,068 Derek Johnson
- \$ 909 Jessica Kay
- \$ 904 Matthew Bogle
- \$ 892 Timothy Welsh
- \$ 891 Kamal Tayyib
- \$ 872 Rana Shirer
- \$ 872 Aaron Parks
- \$ 762 Melissa Sidoti
- \$ 750 Dustin Dunbar
- \$ 731 Jose Castillo
- \$ 731 Tyler Ortiz
- \$ 666 Jesse Doherty
- \$ 612 Todd Engelson
- \$ 590 Arif Hajro
- \$ 579 Veronica Coval
- \$ 548 Jordan Stelzer
- \$ 501 Adrain Alfred

- \$ 2,341 Joseph Crivelli
- \$ 2,327 Steven King
- \$ 2,209 Sabrina Ashraf
- \$ 2,206 Ryan Slone
- \$ 1,959 Zach Otto
- \$ 1,943 Gabriela Sime
- \$ 1,919 Alyssa Libby
- \$ 1,601 Tomarus Burks
- \$ 1,596 Michael Romero
- \$ 1,390 Tucker Gregor
- \$ 1,222 Justin Diaz
- \$ 1,210 Jonathan Rindt
- \$ 1,190 Vincent Massari
- \$ 1,172 Javier Diaz
- \$ 1,117 Jake Gelb
- \$ 1,055 Kasali Kotun
- \$ 1,022 Quashade Copney
- \$ 1,019 Adam Kidikas
- \$ 944 Kelly Ekker
- \$ 933 Kwabena Antwi
- \$ 911 Veronica Coval
- \$ 850 Taleb Jammoul Hajali
- \$ 843 Tanner West
- \$ 817 James Fangmann
- \$ 791 Claude Hamilton
- \$ 784 Arturo Romero
- \$ 743 Gregory Rudolph
- \$ 730 William Parmeter
- \$ 718 Aubrie Ray
- \$ 699 Nabil Atallah
- \$ 683 Derek Johnson
- \$ 678 Corey Helly
- \$ 661 Taurean Flournoy
- \$ 626 Crystal Vairetta
- \$ 619 Andrew Chambers
- \$ 615 Jessica Kay
- \$ 614 Willie Cummings
- \$ 574 Jessica Daniels
- \$ 550 Conner White
- \$ 518 Paige Zuzick

8 BONUS TOTAL: **\$8,930,427**

WORLD'S GREATEST \$3,360,239	LEADERSHIP \$2,828,695	REGA LEADERSHIP \$1,675,584	REGA 10% ROOKIE \$46,674	SA/GA TRAINING \$602,145	SA/GA INCENTIVE \$149,714	REINSTATEMENT \$118,376	DIRECT VIP \$149,000
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level



# FOUNDERS CLUB

May Qualifiers—  
Outstanding Producers & PR Representatives:

**Firat Ucar**  
AO  
2 Qualifications  
\$515,253 Net ALP  
88.8 RET

**Marshall Fernandez**  
AO  
4 Qualifications  
\$308,340 Net ALP  
83.5 RET

**Joshua Dishong**  
S-S-Bendure-Hartwig  
10 Qualifications  
\$243,783 Net ALP  
81.5 RET

**Roger Fung**  
Mathew Hart  
8 Qualifications  
\$153,526 Net ALP  
80.7 RET

**Meenakshi Chavis**  
Andrew McQuade  
2 Qualifications  
\$153,424 Net ALP  
80.4 RET

**Kristi Basho**  
AO  
4 Qualifications  
\$153,166 Net ALP  
90.0 RET

**Abraham Mogilevsky**  
Jamison Weatherspoon  
4 Qualifications  
\$150,927 Net ALP  
84.1 RET

**Alexis Hawkins**  
Simon Arias  
1 Qualification  
\$137,904 Net ALP  
82.1 RET

**Alvin Ali**  
Andrew McQuade  
6 Qualifications  
\$133,862 Net ALP  
88.8 RET

**Kevin Ishikane**  
AO  
8 Qualifications  
\$132,866 Net ALP  
94.5 RET

**Damon Stroup**  
Mathew Hart  
4 Qualifications  
\$128,520 Net ALP  
80.9 RET

**Blair Sheppard**  
AO  
2 Qualifications  
\$117,202 Net ALP  
84.8 RET

**Andrea Laurent**  
Simon Arias  
1 Qualification  
\$117,066 Net ALP  
81.3 RET

**Nikolai Zollinger**  
Satti-Kanaan-Wheeler  
2 Qualifications  
\$91,387 Net ALP  
91.6 RET

**Max Quasem**  
Cohen-Velasquez  
58 Qualifications  
\$90,847 Net ALP  
89.7 RET

**Chris Anderson**  
Mathew Hart  
4 Qualifications  
\$80,899 Net ALP  
81.3 RET

**Bradley Sullivan**  
Satti-Kanaan-Wheeler  
1 Qualification  
\$79,526 Net ALP  
81.8 RET

**Jennifer Savino**  
Albert Serur  
1 Qualification  
\$74,121 Net ALP  
91.5 RET

**Asiguy Haugabook**  
AO  
1 Qualification  
\$72,394 Net ALP  
83.2 RET

**Heccy Rivas**  
AO  
1 Qualification  
\$72,074 Net ALP  
90.7 RET

**April Ross**  
AO  
1 Qualification  
\$71,565 Net ALP  
94.0 RET

# SGA Elite VIP Training Award

## MAY LEADERS



**Theodore Pappas**  
12% Increase in VIPs



**Beto Quintero**  
35% Increase in VIPs



**Jesus Romero**  
20% Increase in VIPs



**Philip Prata**  
33% Increase in VIPs



**Corey Neff**  
29% Increase in VIPs



**Tiffany Wagner**  
23% Increase in VIPs



**Chalom-Chalom**  
38% Increase in VIPs



**Steve Friedlander**  
250% Increase in VIPs



**Kris Thieme**  
16% Increase in VIPs



**Washington-Washington**  
19% Increase in VIPs



**West-Shogar-Moody**  
82% Increase in VIPs



**Michael Ezeafulukwe**  
12% Increase in VIPs



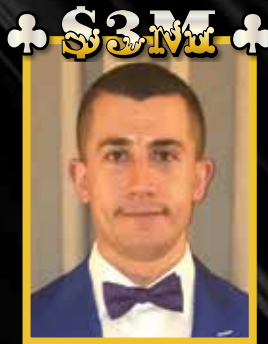
**Andre Hawthorne**  
14% Increase in VIPs

By top SGA in each category for the highest percentage of increase in total VIPs. The evaluation is tied to increase in VIPs year over year as a percentage of total codes.



# MILLION DOLLAR CLUB

Another champion, another milestone!  
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!



**Oleg Novitchii**  
S-S-Parks-Salvaggi  
Contracted 7/24/13  
Qualified 5/31/23  
\$3,029,237 Net ALP



**Daniel Paravisini**  
AO  
Contracted 7/20/19  
Qualified 5/31/23  
\$3,092,907 Net ALP



**Vera Leus**  
AO  
Contracted 2/5/08  
Qualified 5/31/23  
\$1,002,619 Net ALP

## DIRECTORS OF THE MONTH



Leaders growing leaders

### VP of the Month



**Bob Olson**  
Bob had 48.27% growth over May 2022.

### Sales Director of the Month



**Diego Arangopuerta**  
Diego had 85.09% growth over May 2022.

### PR Director of the Month



**Stephanie Baumann**  
Stephanie met 116.57% of Objective during May 2023.

# GETTING THAT SECOND WIND



**David Zophin**  
President  
American Income Life &  
National Income Life Divisions

*You don't get a trophy after halftime. We don't look at the scoreboard until the end of the game. – Chip Kelly*

In almost any profession, the most important evaluation is the one you give yourself, and consistent self-review throughout the year is absolutely essential to your success. And it just so happens that we have reached the time for the most important evaluation of the year: halftime.

It's hard to believe we're already halfway through 2023, but whether you can believe it or not, it's time to take a moment to examine your progress for the year. Are you where you want to be? Are you ahead of schedule?

Or do you have some catching up to do? Regardless of where you are at this point, now is the time to make any necessary adjustments to your plans and stay strong through the rest of the year.

Think back to the goals you set for yourself in January. If you're not on track to reach them, be sure to amp up your efforts to match your ambitions. In fact, amp them up beyond where they should be. Now is not the time to get discouraged about your midyear progress; now is the time to get your second wind and use the next six months to turn your vision into your reality. If you have any doubts about your ability to catch up, know that I've seen so many agents come from behind at halftime to have a phenomenal year. So, if you're committed to a win, I know you can make it happen.

After all, just like Chip Kelly tells us, "We don't look at the scoreboard until the end of the game."

The same goes if you're on track or even ahead of where you wanted to be at this point. Now is not the time to get complacent, to take it easy,

or to lose focus! Now is the time to keep your pace, keep your eyes on the finish line, and make the second half of the year just as good as — or better than — the first.

Remember that a lot of games (and years) are won or lost based on adjustments made at halftime, so use this time wisely to reach your goals.

One of the main goals you should be working toward, of course, is qualifying for Convention. Not only is qualifying a great indication of how well you've performed throughout the year, but it's also something you do not want to miss! The memorable experience of Convention is well worth the effort it takes to get there, and the disappointment you'll have if you don't get there is real. So put in any extra time, effort, and work necessary to get you to Hawaii in 2024. You won't regret it.

We've had a great first half of the year and I am confident the second half will be even better. Use the next six months to turn 2023 into the year it should be. It might just turn into the best year of your life. 🏆





1200 Wooded Acres Drive | Waco, TX 76710

# MAY TOP PRODUCERS

The Monthly Top Achievers include the top Rookie Producer, Veteran Producer, SA, and GA in their respective monthly categories, the top two MGAs and RGAs in Categories I-IV based on monthly % growth, the PR Representative with the most cards generated for the month, and the top two SGAs in Categories I-IV based on monthly % growth.



**ROOKIE PRODUCER**

**JUSTIN DUNBAR**  
\$72,855 NET ALP



**VETERAN PRODUCER**

**DANIEL PARAVISINI**  
\$227,700 NET ALP



**SA**

**CRYSTAL MEHDARASACK**  
\$67,948 1ST 6 MONTHS



**GA**

**TYLER LAN**  
\$105,201 1ST 6 MONTHS



**MGA CATEGORY I**

**ENO IFTIU**  
426.7% GROWTH



**MGA CATEGORY III**

**STEVEN KING**  
223.7% GROWTH



**RGA CATEGORY II**

**RYAN STENGLEIN**  
368.6% GROWTH



**RGA CATEGORY IV**

**CLAYTON SLAUGHTER**  
112.1% GROWTH



**PR REP CATEGORY II**

**CHUCK HILL**  
4,363 CARDS



**SGA CATEGORY IV**

**ARIAS-DLABIK**  
166.6% GROWTH



**SGA CATEGORY II**

**BETO QUINTERO**  
106.4% GROWTH